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1987

Census of Wholesale Trade

WC87-A-8

GEOGRAPHIC AREA SERIES

Delaware



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This report was prepared in the Business Division. **Bobby E. Russell**, Assistant Division Chief for Census Programs, was responsible for the overall planning, management, and coordination of the census of wholesale trade. Planning and implementation were under the direction of **John R. Trimble**, Chief, Wholesale Census Branch, with primary staff assistance by **Dennis L. Shoemaker**, **John L. Vignali**, **Steven L. Barron**, **Jack R. Drago**, and **Benjamin T. Stephens**.

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If you have any questions concerning the statistics in this report, call (301) 763-5281.

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Issued September 1989



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INTRODUCTION

PURPOSE AND USES OF THE ECONOMIC CENSUSES

The economic censuses are the major source of facts about the structure and functioning of the Nation's economy. They provide essential information for government, business, industry, and the general public.

Economic censuses furnish an important part of the framework for such composite measures as the gross national product, input-output measures, production and price indexes, and other statistical series that measure short-term changes in economic conditions.

Policy-making agencies of the Federal Government use the data, especially in monitoring economic activity and providing assistance to business.

State and local governments use the data to assess business activities and tax bases within their jurisdictions and to develop programs to attract business.

Trade associations study trends in their own and competing industries, and keep their members informed of market changes.

Individual businesses use the data to locate potential markets and to analyze their own production and sales performance relative to industry or area averages.

AUTHORITY AND SCOPE

Title 13 of the United States Code (sections 131, 191, and 224) directs the Census Bureau to take the economic censuses every 5 years, covering years ending in 2 and 7. The 1987 Economic Censuses consist of the—

- Census of Retail Trade
- Census of Wholesale Trade
- Census of Service Industries
- Census of Transportation
- Census of Manufactures
- Census of Mineral Industries
- Census of Construction Industries

Special programs also cover enterprise statistics and minority-owned and women-owned businesses. (The 1987 Census of Agriculture and 1987 Census of Governments are conducted separately.) The next economic censuses are scheduled to be taken in 1993 covering the year 1992.

AVAILABILITY OF THE DATA

The results of each of the economic censuses are available in printed reports, for sale by the U.S. Government Printing Office, and on microfiche, computer tape, compact discs with read-only memory, and flexible diskettes, for sale by the Census Bureau. Order forms for all types of products are available on request from Customer Services, Census Bureau, Washington, DC 20233. A more complete description of publications being issued from this census is on the inside back cover of this document.

Census facts are also widely disseminated by trade associations, business journals, and newspapers. Volumes containing census statistics are available in most major public and college libraries. Finally, State Data Centers in every State and Business and Industry Data Centers in many States also supply economic census statistics.

WHAT'S NEW IN 1987

Several changes have taken place for the 1987 censuses. Data will be reported on the basis of the newly revised Standard Industrial Classification (SIC) system with selected reports including "bridge tables," linking the old and new classification systems. A new set of metropolitan areas has been adopted, and more detailed information will be available for businesses with no paid employees. For additional information on these changes, review the subsequent text.

HISTORICAL INFORMATION

The economic censuses have been taken together as an integrated program at 5-year intervals since 1967, and before that for 1963, 1958, and 1954. Prior to that time, the individual censuses were taken separately at varying intervals.

The economic censuses trace their beginnings to the 1810 Decennial Census, when questions on manufacturing were included with those for population. Coverage of economic activities was expanded for 1840 and subsequent censuses to include mining and some commercial

activities. In 1902, Congress established a permanent Census Bureau and directed that a census of manufactures be taken every 5 years. The 1905 manufactures census was the first time a census was taken apart from the regular every-10-year population census.

The first census of business was taken in 1930, covering 1929. Initially it covered retail and wholesale trade, and construction industries, but it was broadened in 1933 to include some of the service trades.

The 1954 economic censuses were the first to be fully integrated—providing comparable census data across economic sectors, using consistent time periods, concepts, definitions, classifications, and reporting units. These were the first censuses to be taken by mail, using lists of firms provided by the administrative records of other federal agencies. Since 1963, administrative records have also been used to provide basic statistics as well for very small firms, reducing or eliminating the need to send them census questionnaires. The Enterprise Statistics Program, which publishes combined data from the economic censuses, was made possible with the implementation of the integrated census program in 1954.

The range of industries covered in the economic censuses has continued to expand. The Census of Construction Industries began on a regular basis in 1967, and the scope of service industries was broadened in 1967, 1977, and 1987. The Census of Transportation began in 1963 as a set of surveys covering travel, transportation of commodities, and trucks. New for 1987 are publications reporting on business establishments engaged in several transportation industries, paralleling the data on establishments in other sectors. This is part of a gradual expansion in coverage of industries previously subjected to government regulation. The Survey of Minority-Owned Business Enterprises was first conducted as a special project in 1969 and was incorporated into the economic censuses in 1972 along with the Survey of Women-Owned Businesses.

Economic censuses have also been taken in Puerto Rico since 1909, in the Virgin Islands and Guam since 1958, and in the Northern Mariana Islands since 1982.

Statistical reports from the 1982 and earlier censuses provide historical figures for the study of long-term time series, and are available in some large libraries. All of the census data published since 1967 are still available for sale on microfiche from the Census Bureau.

AVAILABILITY OF MORE FREQUENT ECONOMIC DATA

While the censuses provide complete enumerations every 5 years, there are many needs for more frequent data as well. The Census Bureau conducts a number of monthly, quarterly, and annual surveys, the results of which appear in publication series such as *Current Business Reports* (retail and wholesale trade and service industries), the *Annual Survey of Manufactures*, *Current Industrial Reports*, and the *Quarterly Financial Report*. Most of these surveys, while providing more frequent

observations, yield less kind-of-business and geographic detail than the censuses. The *County Business Patterns* program offers annual statistics on the number of establishments, employment, and payroll classified by industry within each county.

SOURCES FOR MORE INFORMATION

More information about the scope, coverage, classification system, data items, and publications for each of the economic censuses and related surveys is published in the *Guide to the 1987 Economic Censuses and Related Statistics*. More information on the methodology, procedures, and history of the censuses will be published in the *History of the 1987 Economic Censuses*. Contact Customer Services for information on availability.

CENSUS OF WHOLESALE TRADE

The 1987 Census of Wholesale Trade, part of the 1987 Economic Censuses, covered wholesale trade as defined in the Standard Industrial Classification (SIC) Manual.¹ It included all establishments with one or more paid employees primarily engaged in selling merchandise to retailers; to industrial, commercial, institutional, farm, or professional users; or to other wholesalers. Companies selling products to which they have title, as well as to those acting as agents or brokers in buying merchandise for or selling merchandise to others, are included. The census excluded governmental organizations classified in the covered industries except for wholesale liquor establishments operated by State and local governments.

The basic tabulations in this report do not include data for establishments which are "auxiliary" (primary function is providing a service, such as warehouses) to wholesale establishments with the same organization. Data for auxiliaries are presented in a subsequent report issued as part of the 1987 Enterprise Statistics reports.

Wholesale firms without employees are excluded from the census. In the census of retail trade, the sales of firms with no paid employees are derived from administrative records of other Federal agencies rather than from a direct canvass. These sources proved impractical for wholesale firms without paid employees. In the census of wholesale trade, the sales value is the gross volume of business conducted. Firms which operate wholly or partly on a commission basis must provide both the gross volume of business conducted and commission receipts on census forms. Agents and brokers do not report to other Federal agencies the gross selling value of goods. Moreover, administrative records make no distinction between commission receipts and sales by wholesalers.

Appendix A gives a more detailed explanation of census coverage and methodology.

¹Standard Industrial Classification Manual: 1987. For sale by Superintendent of Documents, U.S. Government Printing Office, Washington, DC 20402. Stock No. 041-001-00314-2.

CENSUS DISCLOSURE RULES

In accordance with Federal law governing census reports, no data are published that would disclose the operations of an individual establishment or business. However, the number of establishments in a kind-of-business classification is not considered a disclosure, so this information may be released even though other information is withheld.

GEOGRAPHIC AREAS COVERED

This report series presents data for the following areas:

1. The United States as a whole.
2. Each State and the District of Columbia.
3. Each consolidated metropolitan statistical area (CMSA) and primary metropolitan statistical area (PMSA) defined by the Office of Management and Budget as of June 30, 1987. A CMSA is an area used to facilitate the presentation and analysis of data for large concentrations of metropolitan populations. It includes two or more contiguous PMSA's which have a population of at least 1,000,000² and which meet specific criteria of urban character and of social and economic integration.
4. Each metropolitan statistical area (MSA) defined by the Office of Management and Budget as of June 30, 1987. An MSA is an integrated economic and social unit with a population nucleus of at least 50,000 inhabitants.² Each MSA consists of one or more counties meeting standards of metropolitan character; in New England, cities and towns rather than counties are the component geographic units.
5. The area within the State outside metropolitan statistical areas.
6. Each county or county equivalent.^{3 4}
7. Each municipality of 2,500 inhabitants or more incorporated as a city, borough, village, or town.^{2 3} For the economic censuses, census areas and boroughs in Alaska, boroughs in New York, and towns in New York and Wisconsin are not included in this category.
8. Special economic urban areas (SEUA's), which include townships in New Jersey and Pennsylvania and towns in New England with 10,000 inhabitants or more.²

DOLLAR VALUES

All dollar values presented in this report are expressed in current dollars, i.e., 1987 data are expressed in 1987 dollars and 1982 data in 1982 dollars. Consequently, when making comparisons to prior years, users of the data should consider the inflation that has occurred.

RELIABILITY OF DATA

All data compiled in this report originated from either census questionnaires or administrative records of other Federal agencies and, therefore, are not subject to sampling errors. However, the data are subject to nonsampling errors. Nonsampling errors can be attributed to many sources: inability to identify all cases in the actual universe; definition and classification difficulties; differences in the interpretation of questions; errors in recording or coding the data obtained; and other errors of collection, response, coverage, and estimation for missing or misreported data.

The accuracy of these tabulated data is determined by the joint effects of the various nonsampling errors. No direct measurement of these effects has been obtained except for estimation for missing or misreported data; however, precautionary steps were taken in all phases of the collection, processing, and tabulation of the data in an effort to minimize the effects of nonsampling errors.

The Bureau of the Census obtains on computer tape limited information extracted from administrative records of other Federal agencies. This information is used in conjunction with other information available to the Census Bureau to develop estimates for nonemployers, small employers, and other establishments for which responses were not received in time for publication. For an indication of the extent that data included in these reports were obtained from the administrative records of other Federal agencies and from estimation, rather than reports directly from respondents, see appendix E. Also, see appendix A for a more detailed explanation of census coverage and methodology.

SPECIAL TABULATIONS

Special tabulations of data collected in the 1987 Census of Wholesale Trade may be obtained, depending on availability of time and personnel, on diskette, computer tape, or in tabular form. The data will be in summary form and subject to the same rules prohibiting disclosure of confidential information (including name, address, kind of business, or other data for individual business establishments or companies) as are the regular publications.

Special tabulations are prepared on a cost basis. A request for a cost estimate, as well as exact specifications on the type and format of the data to be provided, should be directed to the Chief, Business Division, Bureau of the Census, Washington, DC 20233.

²According to 1980 Census of Population or subsequent special census.

³Those defined as of January 1, 1987.

⁴See appendix F for Alaska, Louisiana, Maryland, Missouri, Montana, Nevada, Virginia, and District of Columbia county equivalents.

To discuss a special tabulation before submitting specifications, call 301-763-5282.

ABBREVIATIONS AND SYMBOLS

The following abbreviations and symbols are used in the publication:

- Represents zero.
- (D) Withheld to avoid disclosing data for individual companies; data are included in broader kind-of-business totals.

| | |
|--------|---|
| (IC) | Independent city. |
| (NA) | Not available. |
| (NC) | Not comparable. |
| (X) | Not applicable. |
| CMSA | Consolidated Metropolitan Statistical Area. |
| MSA | Metropolitan Statistical Area. |
| n.e.c. | Not elsewhere classified. |
| PMSA | Primary Metropolitan Statistical Area. |
| pt. | Part. |
| r | Revised. |
| SIC | Standard Industrial Classification. |

Users' Guide for Locating Statistics in This Report by Table Number

| Information shown in tables | Table | | | | | | | | | | |
|---|-------|---|---|----------------|----------------|----------------|----------------|----------------|----------------|----------------|----------------|
| | 1 | 2 | 3 | 4 | 5 | 6 | 7 | 8 | 9 | 10 | 11 |
| GEOGRAPHIC AREAS | | | | | | | | | | | |
| The State | X | | X | X | | | | | | X | X |
| CMSA's and MSA's in the State | | X | | | | | | | X | | |
| PMSA's in the State | | | | | | | | X | | | |
| Area of the State not in any CMSA, PMSA, or MSA | | | | | X | | | | X | | |
| Counties in the State | | | | | | X ² | X ¹ | X ¹ | | | |
| Places in the State | | | | | | | | | X | X ² | X |
| DATA ITEMS³ | | | | | | | | | | | |
| Establishments..... | X | | | X ⁴ | X ⁴ | X ⁵ |
| Sales | X | | | X ⁴ | X ⁴ | X ⁵ |
| Annual Payroll | X | | | X ⁴ | X ⁴ | X ⁶ |
| First quarter payroll..... | X | | | | X ⁴ | | | | | | |
| Paid employees for pay period including March 12, 1987 | X | | | X ⁴ | X ⁴ | X ⁶ |
| Inventories | X | | | | X ⁴ | X ⁴ | | | | | |
| Operating expenses | X | | | | X ⁴ | | | | | | |
| 1982 to 1987 comparative statistics (sales, payroll) | | | | | | | | | | | |
| Sales per establishment..... | | | | X ⁴ | | | | | | | |
| Sales per employee..... | | X | X | | | | | | | | |
| Annual payroll per employee..... | | X | | | | | | | | | |
| Annual payroll as a percent of operating expenses..... | | X | | | | | | | | | |
| Employees per establishment..... | | X | | | | | | | | | |
| Operating expenses as a percent of sales | | X | | | | | | | | | |
| End-of-year inventories as a percent of sales..... | | X | | | | | | | | | |
| Counties ranked by volume of sales..... | | | | | | | | | | | |
| Places ranked by volume of sales..... | | | | | | | | | | X ² | |

¹Includes areas with 200 wholesale establishments or more.

²Includes places with 2,500 inhabitants or more, according to the 1980 Census of Population.

³See Explanation of Terms, appendix A.

⁴Based on 1972 Standard Industrial Classification.

⁵Manufacturers' sales branches and offices, and agents, brokers, and commission merchants are combined and displayed as "other types of operation."

⁶Presented for total and merchant wholesalers only.

Users' Guide for Locating Statistics in the 1987 Census of Wholesale Trade Reports

| Report and geographic area | Information shown in reports by kind of business or industry category | | | | | | | | | |
|---|---|-----------------|-------------------|---------------------|-----------------------|------------------------------|--------------------------------|---|----------------------------|---------------------------------------|
| | Number of establishments | Sales (\$1,000) | Payroll (\$1,000) | Number of employees | Inventories (\$1,000) | Operating expenses (\$1,000) | Commodity line sales (\$1,000) | Sales size and employment size ¹ | Legal form of organization | Petroleum bulk stations and terminals |
| GEOGRAPHIC AREA SERIES | | | | | | | | | | |
| United States | X | X | X | X | X | X | | | | |
| State..... | X | X | X | X | X | X | | | | |
| CMSA, PMSA, MSA | X | X | X | X | | | | | | |
| County..... | X | X | X | X | | | | | | |
| Place | X | X | X | X | | | | | | |
| ESTABLISHMENT AND FIRM SIZE (INCLUDING LEGAL FORM OF ORGANIZATION) | | | | | | | | | | |
| United States | X | X | ² X | ² X | ² X | ² X | | X | X | |
| MEASURES OF VALUE PRODUCED, CAPITAL EXPENDITURES, DEPRECIABLE ASSETS, AND OPERATING EXPENSES | | | | | | | | | | |
| United States ² | | X | X | | X | X | | | X | |
| COMMODITY LINE SALES | | | | | | | | | | |
| United States | X | X | | | | | X | | | |
| State ⁴ | X | X | | | | | X | | | |
| CMSA ⁴ | X | X | | | | | X | | | |
| MISCELLANEOUS SUBJECTS | | | | | | | | | | |
| United States | X | X | X | X | X | X | | | X | |
| State..... | | | | | | | | | X | |
| County..... | | | | | | | | | X | |

¹Establishments and firms.

²Merchandise wholesalers only.

³Value produced, capital expenditures, depreciable assets, and selected operating expenses detail.

⁴Available on microfiche only.

⁵Class of customer, employment by principal activity, detailed type of operation, inventory detail, and commissions of agents and brokers.

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| | |
|------------------------------------|-------------------|
| Publication Program ----- | Inside back cover |
| -- Not applicable for this report. | |

SUMMARY OF FINDINGS

Data from the 1987 Census of Wholesale Trade show that based on definitions used in 1982 Delaware's 985 wholesale establishments had sales totaling \$7.9 billion. In 1982, 858 wholesalers had sales of \$7.3 billion.

Manufacturers' sales branches and offices lead the three major type of operation categories in 1987 with 85 establishments and sales of \$5.2 billion; followed by merchant wholesalers, with 836 establishments and sales of \$2.5 billion; and agents and brokers, with 64 establishments and sales of \$195 million.

Annual payroll of all wholesalers in the State amounted to \$451 million, compared to \$314 million for 1982. In 1987, manufacturers' sales branches and offices accounted for \$260 million, followed by merchant wholesalers with \$186 million and agents and brokers with \$5.6 million.

Paid employees engaged in wholesale trade in the State totaled 15,452 as of mid-March 1987 compared to 13,627 in 1982. Merchant wholesalers were the largest employers in 1987, with 8,476 employees; followed by manufacturers' sales branches and offices, with 6,644 employees; and agents and brokers, with 332 employees.

Payroll per employee averaged \$29.2 thousand for all wholesalers; \$21.9 thousand for merchant wholesalers; \$39.1 thousand for manufacturers' sales branches and offices; and \$17.0 thousand for agents and brokers.

Operating expenses as a percent of sales for all wholesalers in the State increased from 12.3 percent in 1982 to 12.7 percent in 1987. The percentage for merchant wholesalers was up from 13.0 percent to 15.3 percent for the

same period, while manufacturers' sales branches and offices were down from 12.2 percent to 11.7 percent, and agents and brokers were down from 6.0 percent to 5.7 percent.

Sales by grocery and related products wholesalers in 1987 accounted for 11.8 percent of the State's total sales by all wholesalers compared to 8.1 percent in 1982. Other leading wholesale kinds-of-business in 1987 were drugs, drug proprietaries, and druggists' sundries wholesalers with 8.3 percent and metals and minerals wholesalers, except petroleum with 8.3 percent.

Sales per establishment for all wholesalers in 1987 averaged \$7.9 million per establishment, down from \$8.9 million in 1982. Drugs, drug proprietaries, and druggists' sundries wholesalers averaged the highest of \$65.2 million per establishment, followed by metals and minerals wholesalers, except petroleum \$14.6 million, and groceries and related products wholesalers at \$11.0 million.

Sales per employee for all wholesalers in the State averaged \$509 thousand in 1987. There was a wide variance by kind of business ranging from a high of \$1.6 million for metals and minerals wholesalers to a low of \$98.3 thousand for service establishment equipment and supply, wholesalers.

New Castle County led all counties in the State, accounting for 87.3 percent of total sales by wholesalers. Wilmington had the largest sales among all places in the State, accounting for 38.8 percent.

Figure 1. State Map

**DELAWARE - Consolidated Metropolitan Statistical Area,
Primary Metropolitan Statistical Area, Counties, and Selected Places**

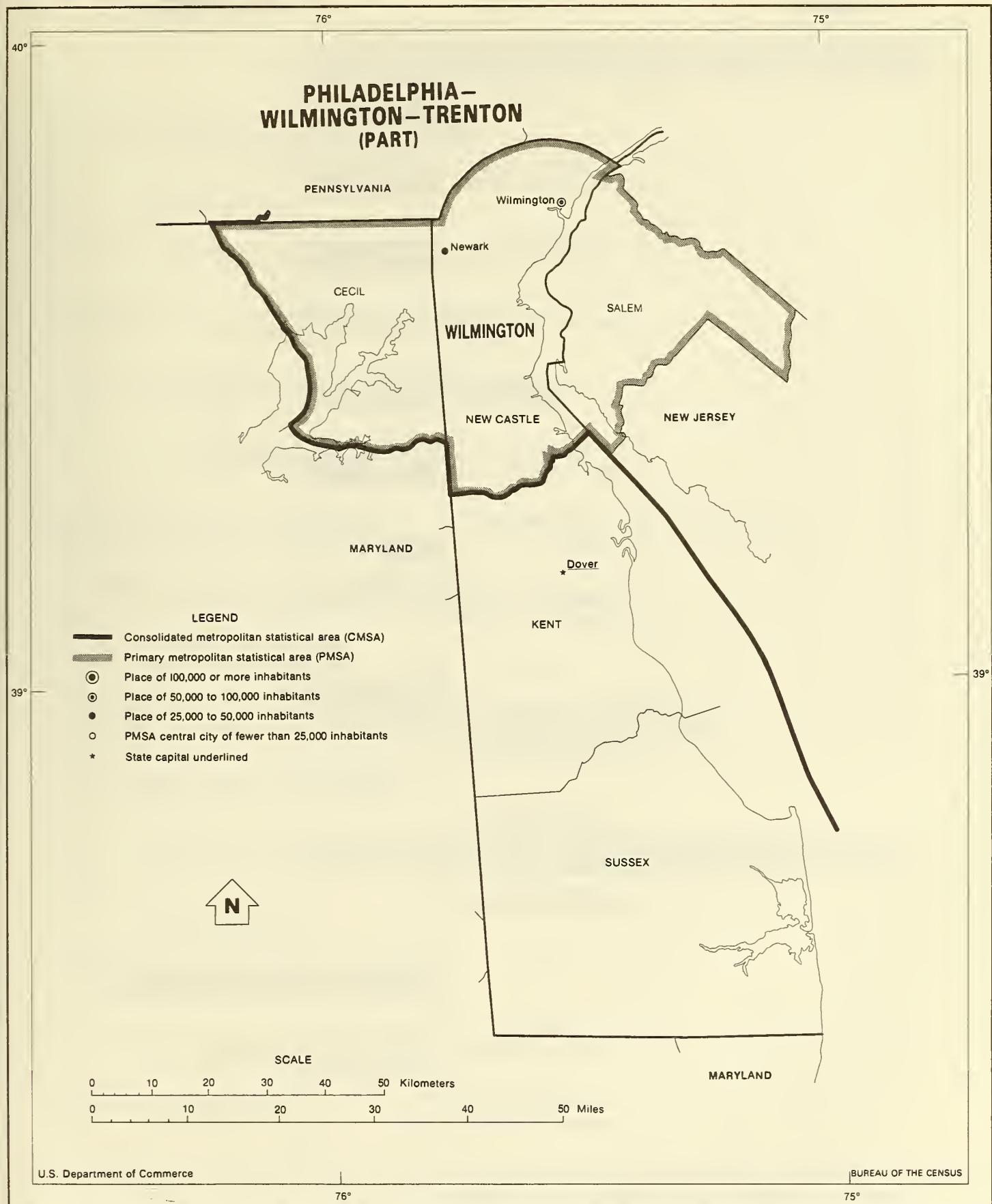


Figure 2. Percent Change in Sales and Annual Payroll: 1982 to 1987

Delaware

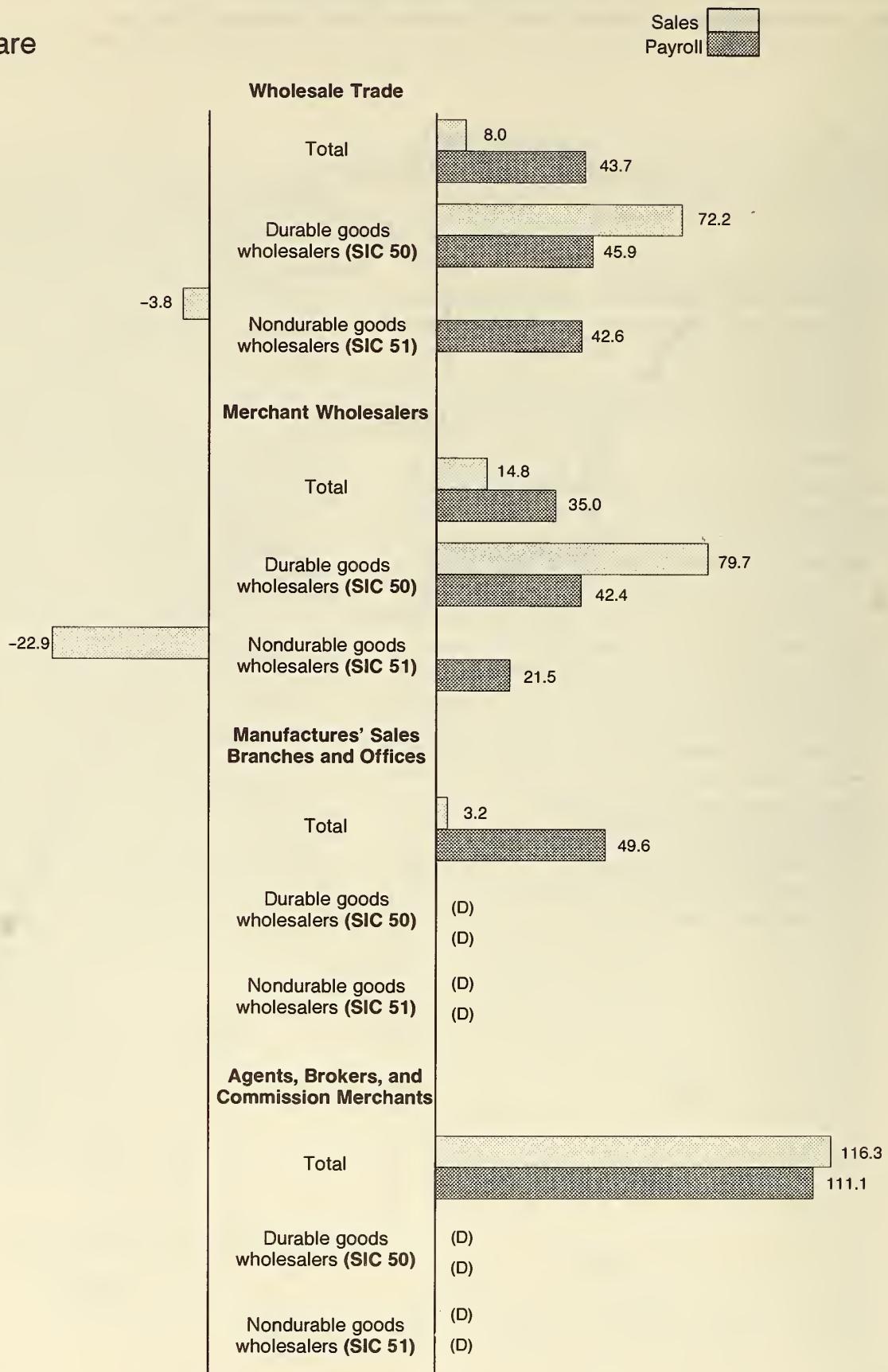
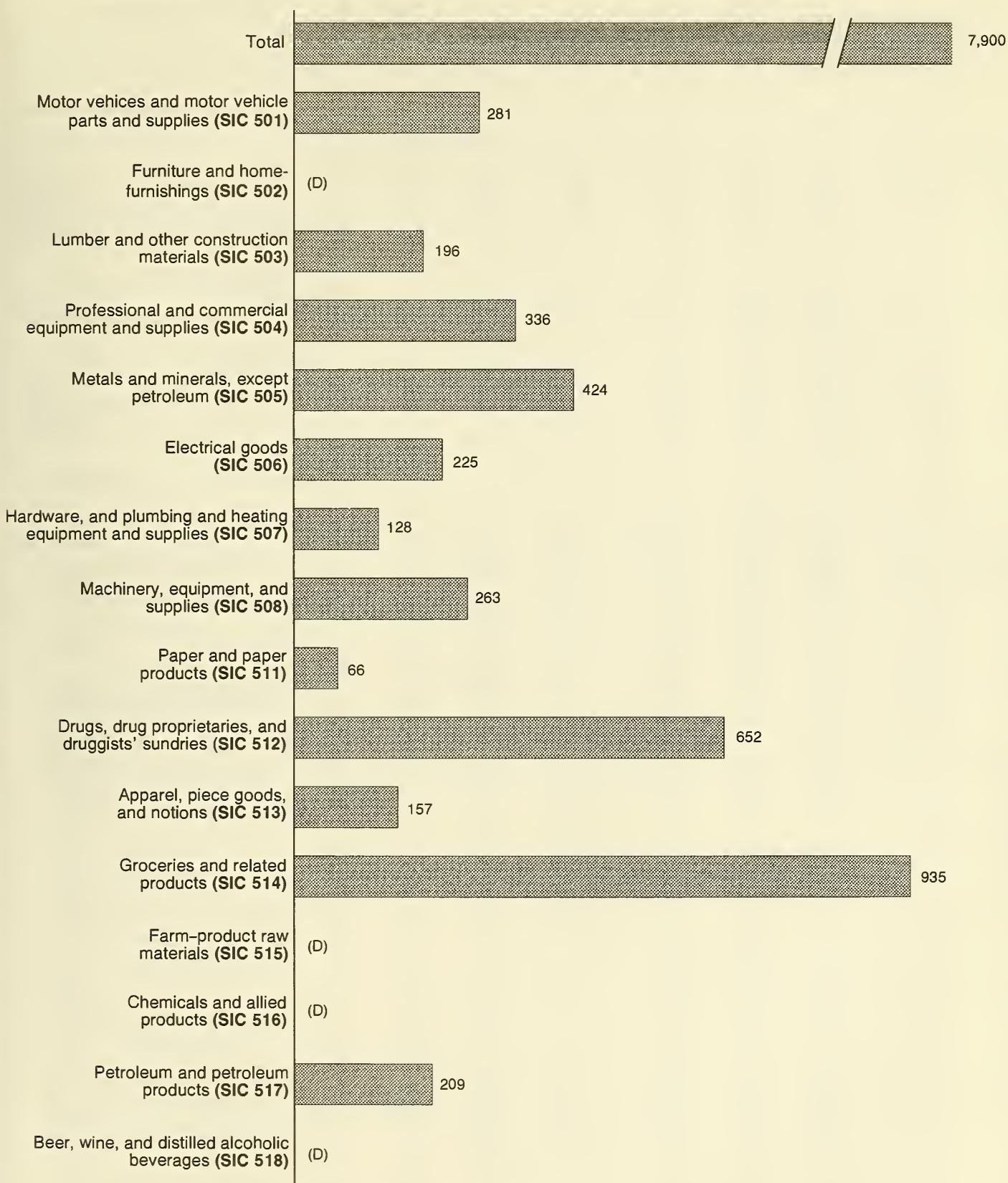


Figure 3. Wholesale Sales by Industry Group: 1987
 (Million dollars)

Delaware



Note: For meaning of abbreviations and symbols, see introductory text.

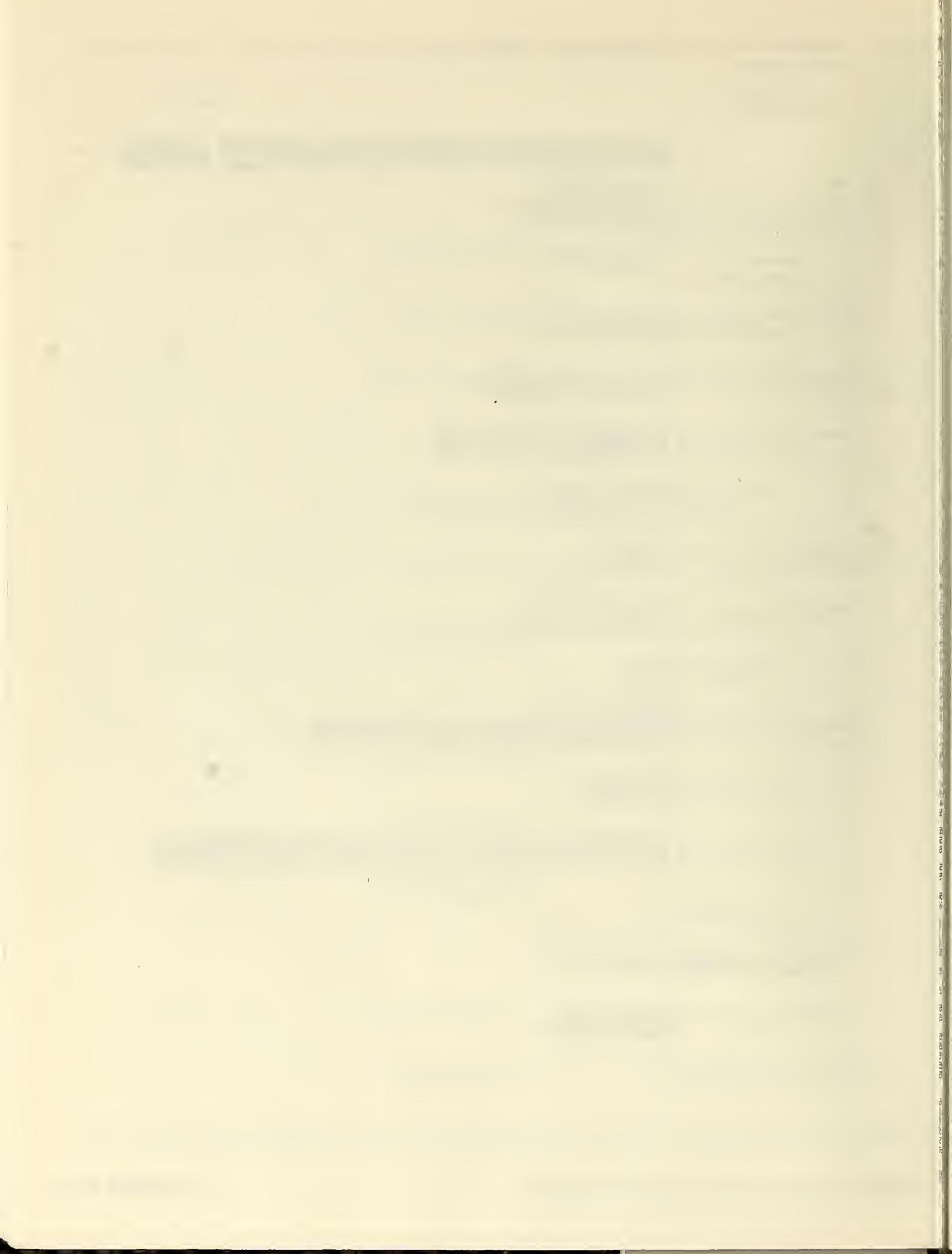


Table 1. Summary Statistics for the State: 1987

[For meaning of abbreviations and symbols, see introductory text. For explanation of terms and comparability of 1982 and 1987 censuses, including revised methodology for presenting establishment counts, see appendix A.]

| 1987 SIC code | Type of operation and kind of business | Estab- lish- ments (number) | Sales (\$1,000) | Annual payroll (\$1,000) | First quarter payroll (\$1,000) | Paid employees for pay period including March 12 (number) | Operating expenses (\$1,000) | End-of-1986 inventories (\$1,000) | End-of-1987 inventories (\$1,000) |
|---|---|--------------------------------------|--------------------|--------------------------------|--|---|------------------------------------|---|---|
| | Wholesale trade ----- | 999 | 7 899 593 | 452 623 | 109 589 | 15 526 | 1 003 178 | 321 431 | 332 595 |
| TYPES OF OPERATION | | | | | | | | | |
| | Merchant wholesalers ----- | 850 | 2 467 881 | 187 170 | 43 400 | 8 550 | 377 648 | 222 120 | 248 077 |
| | Wholesale distributors and jobbers ----- | 803 | 2 271 422 | 172 478 | 40 184 | 7 992 | 345 806 | 202 115 | 225 341 |
| | Importers ----- | 24 | 138 378 | 13 120 | 2 881 | 472 | 27 527 | 14 157 | 15 905 |
| | Exporters ----- | 7 | 1 979 | 125 | 32 | 8 | 265 | 250 | 229 |
| | Terminal grain elevators ----- | 2 | (D) | (D) | (D) | (D) | (D) | (D) | (D) |
| | Country grain elevators ----- | 12 | 32 725 | 1 043 | 214 | 60 | 2 723 | 4 774 | 4 617 |
| | Assemblers of farm products, except country grain elevators ----- | 2 | (D) | (D) | (D) | (D) | (D) | (D) | (D) |
| | Manufacturers' sales branches and sales offices ----- | 85 | 5 236 223 | 259 818 | 64 779 | 6 644 | 614 464 | 98 591 | 83 817 |
| | Sales branches (with stock) ----- | 50 | 1 906 744 | 187 566 | 45 091 | 5 000 | 373 618 | 98 591 | 83 817 |
| | Sales offices (without stock) ----- | 35 | 3 329 479 | 72 252 | 19 688 | 1 644 | 240 846 | - | - |
| | Agents, brokers, and commission merchants ----- | 64 | 195 489 | 5 635 | 1 410 | 332 | 11 066 | 720 | 701 |
| | Auction companies ----- | 1 | (D) | (D) | (D) | (D) | (D) | (D) | (D) |
| | Brokers ----- | 16 | 36 678 | 1 122 | 279 | 39 | 2 237 | 367 | 343 |
| | Commission merchants ----- | 9 | (D) | (D) | (D) | (D) | (D) | (D) | (D) |
| | Import agents ----- | - | - | - | - | - | - | - | - |
| | Export agents ----- | 4 | (D) | (D) | (D) | (D) | (D) | (D) | (D) |
| | Manufacturers' agents ----- | 34 | 95 548 | 3 321 | 822 | 113 | 6 225 | 105 | 100 |
| TYPES OF OPERATION BY KIND OF BUSINESS | | | | | | | | | |
| | Wholesale trade ----- | 999 | 7 899 593 | 452 623 | 109 589 | 15 526 | 1 003 178 | 321 431 | 332 595 |
| 50 | Durable goods ----- | 652 | 1 965 572 | 160 585 | 37 936 | 6 670 | 310 416 | 160 980 | 173 674 |
| 501 | Motor vehicles and motor vehicle parts and supplies ----- | 133 | 281 148 | 23 577 | 5 546 | 1 239 | 43 550 | 38 263 | 38 968 |
| 5012 | Automobiles and other motor vehicles ----- | 19 | 74 807 | 5 611 | 1 281 | 253 | 8 970 | 9 928 | 10 449 |
| 5013 | Motor vehicle supplies and new parts ----- | 81 | 182 426 | 14 089 | 3 427 | 785 | 26 838 | 25 241 | 25 211 |
| 5014 | Tires and tubes ----- | 10 | 11 826 | 1 659 | 387 | 79 | 3 212 | 1 726 | 1 993 |
| 5015 | Motor vehicle parts, used ----- | 23 | 12 089 | 2 218 | 451 | 122 | 4 530 | 1 368 | 1 315 |
| 502 | Furniture and homefurnishings ----- | 23 | (D) | (D) | (D) | (D) | (D) | (D) | (D) |
| 5021 | Furniture ----- | 7 | (D) | (D) | (D) | (D) | (D) | (D) | (D) |
| 5023 | Homefurnishings ----- | 16 | 28 679 | 2 943 | 667 | 137 | 7 190 | 3 396 | 4 630 |
| 503 | Lumber and other construction materials ----- | 39 | 195 590 | 12 184 | 2 884 | 540 | 25 437 | 12 062 | 13 376 |
| 5031 | Lumber, plywood, millwork, and wood panels ----- | 16 | 154 429 | 7 918 | 1 904 | 335 | 16 140 | 7 944 | 9 089 |
| 5032 | Brick, stone, and related construction materials ----- | 10 | 11 779 | 1 047 | 258 | 67 | 2 411 | 805 | 970 |
| 5033 | Roofing, siding, and insulation materials ----- | 9 | 19 456 | 1 844 | 438 | 76 | 3 684 | 2 205 | 2 538 |
| 5039 | Construction materials, n.e.c. ----- | 4 | 9 926 | 1 375 | 284 | 62 | 3 202 | 1 108 | 779 |
| 504 | Professional and commercial equipment and supplies ----- | 116 | 336 355 | 42 037 | 9 786 | 1 466 | 80 142 | 18 973 | 16 851 |
| 5043 | Photographic equipment and supplies ----- | - | - | - | - | - | - | - | - |
| 5044 | Office equipment ----- | 31 | 67 463 | 13 448 | 3 157 | 521 | 22 545 | 10 130 | 6 437 |
| 5045 | Computers and computer peripheral equipment and software ----- | 39 | 189 781 | 20 864 | 4 962 | 626 | 43 071 | 5 254 | 6 920 |
| 5046 | Commercial equipment, n.e.c. ----- | 15 | (D) | (D) | (D) | (D) | (D) | (D) | (D) |
| 5047 | Medical, dental, and hospital equipment and supplies ----- | 14 | 38 754 | 2 598 | 588 | 105 | 5 202 | 1 885 | 1 559 |
| 5048 | Ophthalmic goods ----- | 2 | (D) | (D) | (D) | (D) | (D) | (D) | (D) |
| 5049 | Professional equipment and supplies, n.e.c. ----- | 15 | 23 874 | 2 528 | 538 | 89 | 4 273 | 536 | 692 |
| 505 | Metals and minerals, except petroleum ----- | 29 | 424 326 | 7 020 | 1 719 | 267 | 13 924 | 8 856 | 10 525 |
| 5051 | Metals service centers and offices ----- | 28 | (D) | (D) | (D) | (D) | (D) | (D) | (D) |
| 5052 | Coal and other minerals and ores ----- | 1 | (D) | (D) | (D) | (D) | (D) | (D) | (D) |
| 506 | Electrical goods ----- | 57 | 225 422 | 20 798 | 5 369 | 746 | 36 958 | 19 342 | 24 160 |
| 5063 | Electrical apparatus and equipment, wiring supplies, and construction materials ----- | 34 | 184 820 | 15 880 | 3 991 | 574 | 27 474 | 15 528 | 20 175 |
| 5064 | Electrical appliances, television and radio sets ----- | 7 | (D) | (D) | (D) | (D) | (D) | (D) | (D) |
| 5065 | Electronic parts and equipment, n.e.c. ----- | 16 | (D) | (D) | (D) | (D) | (D) | (D) | (D) |
| 507 | Hardware, and plumbing and heating equipment and supplies ----- | 62 | 127 743 | 13 974 | 3 216 | 535 | 25 685 | 16 142 | 16 261 |
| 5072 | Hardware ----- | 14 | 43 541 | 4 249 | 954 | 132 | 7 539 | 2 956 | 2 824 |
| 5074 | Plumbing and heating equipment and supplies (hydronics) ----- | 28 | 56 887 | 6 675 | 1 648 | 286 | 12 021 | 10 394 | 10 859 |
| 5075 | Warm air heating and air-conditioning equipment and supplies ----- | 16 | 25 045 | 2 722 | 551 | 99 | 5 512 | 2 576 | 2 323 |
| 5078 | Refrigeration equipment and supplies ----- | 4 | 2 270 | 328 | 63 | 18 | 613 | 216 | 255 |
| 508 | Machinery, equipment, and supplies ----- | 135 | 262 504 | 30 440 | 7 136 | 1 337 | 60 012 | 40 239 | 44 040 |
| 5082 | Construction and mining (except petroleum) machinery and equipment ----- | 14 | 44 282 | 3 584 | 693 | 135 | 7 748 | 7 689 | 8 499 |
| 5083 | Farm and garden machinery and equipment ----- | 18 | 34 212 | 3 517 | 789 | 229 | 6 783 | 10 525 | 11 347 |
| 5084 | Industrial machinery and equipment ----- | 54 | 86 902 | 10 761 | 2 587 | 426 | 21 038 | 8 895 | 8 937 |
| 5085 | Industrial supplies ----- | 22 | 45 681 | 7 331 | 1 862 | 283 | 13 848 | 6 091 | 6 441 |
| 5087 | Service establishment equipment and supplies ----- | 21 | 16 410 | 2 886 | 660 | 167 | 4 887 | 1 728 | 1 789 |
| 5088 | Transportation equipment and supplies, except motor vehicles ----- | 6 | 35 017 | 2 361 | 545 | 97 | 5 708 | 5 311 | 7 027 |
| 509 | Miscellaneous durable goods ----- | 58 | (D) | (D) | (D) | (D) | (D) | (D) | (D) |
| 5091 | Sporting and recreational goods and supplies ----- | 7 | (D) | (D) | (D) | (D) | (D) | (D) | (D) |
| 5092 | Toys and hobby goods and supplies ----- | 2 | (D) | (D) | (D) | (D) | (D) | (D) | (D) |
| 5093 | Scrap and waste materials ----- | 21 | 21 261 | 2 541 | 480 | 142 | 5 688 | 783 | 1 111 |
| 5094 | Jewelry, watches, precious stones, and precious metals ----- | 3 | 1 862 | 157 | 33 | 6 | 274 | 80 | 348 |
| 5099 | Durable goods, n.e.c. ----- | 25 | 36 306 | 1 451 | 357 | 101 | 3 459 | 650 | 733 |

Table 1. Summary Statistics for the State: 1987—Con.

[For meaning of abbreviations and symbols, see introductory text. For explanation of terms and comparability of 1982 and 1987 censuses, including revised methodology for presenting establishment counts, see appendix A]

| 1987 SIC code | Type of operation and kind of business | Estab- lish- ments (number) | Sales (\$1,000) | Annual payroll (\$1,000) | First quarter payroll (\$1,000) | Paid employees for pay period including March 12 (number) | Operating expenses (\$1,000) | End-of-1986 inventories (\$1,000) | End-of-1987 inventories (\$1,000) |
|---|--|--------------------------------------|--------------------|--------------------------------|--|---|------------------------------------|---|---|
| TYPES OF OPERATION BY KIND OF BUSINESS—Con. | | | | | | | | | |
| Wholesale trade—Con. | | | | | | | | | |
| 51 Nondurable goods | | | | | | | | | |
| 511 Paper and paper products | 30 | 66 301 | 6 030 | 1 447 | 348 | 11 916 | 2 852 | 3 200 | 50 |
| 5111 Printing and writing paper | 2 | (D) | (D) | (D) | (D) | (D) | (D) | (D) | 50 |
| 5112 Stationery and office supplies | 19 | (D) | (D) | (D) | (D) | (D) | (D) | (D) | 50 |
| 5113 Industrial and personal service paper | 9 | 38 891 | 1 899 | 471 | 115 | 3 954 | 1 250 | 1 366 | 50 |
| 512 Drugs, drug proprietaries, and druggists' sundries | 10 | 652 056 | 43 412 | 10 091 | 1 967 | 123 443 | 44 777 | 45 622 | 50 |
| 5122 Drugs, drug proprietaries, and druggists' sundries | 10 | 652 056 | 43 412 | 10 091 | 1 967 | 123 443 | 44 777 | 45 622 | 50 |
| 513 Apparel, piece goods, and notions | 21 | 157 406 | 24 463 | 5 722 | 785 | 63 318 | 40 854 | 32 705 | 50 |
| 5131 Piece goods, notions, and other dry goods | 12 | (D) | (D) | (D) | (D) | (D) | (D) | (D) | 50 |
| 5136 Men's and boys' clothing and furnishings | 4 | (D) | (D) | (D) | (D) | (D) | (D) | (D) | 50 |
| 5137 Women's, children's and infants' clothing and accessories | 5 | (D) | (D) | (D) | (D) | (D) | (D) | (D) | 50 |
| 5139 Footwear | - | - | - | - | - | - | - | - | 50 |
| 514 Groceries and related products | 85 | 934 988 | 23 089 | 5 404 | 1 097 | 46 233 | 29 131 | 31 363 | 50 |
| 5141 Groceries, general line | 7 | 15 108 | 1 267 | 289 | 74 | 2 626 | 1 040 | 1 066 | 50 |
| 5142 Packaged frozen foods | 3 | (D) | (D) | (D) | (D) | (D) | (D) | (D) | 50 |
| 5143 Dairy products, except dried or canned | 5 | (D) | (D) | (D) | (D) | (D) | (D) | (D) | 50 |
| 5144 Poultry and poultry products | 4 | (D) | (D) | (D) | (D) | (D) | (D) | (D) | 50 |
| 5145 Confectionery | 4 | 6 799 | 513 | 101 | 27 | 750 | 334 | 298 | 50 |
| 5146 Fish and seafoods | 3 | (D) | (D) | (D) | (D) | (D) | (D) | (D) | 50 |
| 5147 Meats and meat products | 12 | 46 909 | 1 729 | 407 | 105 | 3 723 | 1 351 | 1 276 | 50 |
| 5148 Fresh fruits and vegetables | 14 | 21 004 | 1 040 | 203 | 58 | 2 132 | 664 | 906 | 50 |
| 5149 Groceries and related products, n.e.c. | 33 | 597 407 | 11 208 | 2 559 | 521 | 21 874 | 17 431 | 16 020 | 50 |
| 515 Farm-product raw materials | 22 | (D) | (D) | (D) | (D) | (D) | (D) | (D) | 50 |
| 5153 Grain and field beans | 17 | (D) | (D) | (D) | (D) | (D) | (D) | (D) | 50 |
| 5154 Livestock | 2 | (D) | (D) | (D) | (D) | (D) | (D) | (D) | 50 |
| 5159 Farm-product raw materials, n.e.c. | 3 | (D) | (D) | (D) | (D) | (D) | (D) | (D) | 50 |
| 516 Chemicals and allied products | 43 | (D) | (D) | (D) | (D) | (D) | (D) | (D) | 50 |
| 5162 Plastics materials and basic forms and shapes | 13 | (D) | (D) | (D) | (D) | (D) | (D) | (D) | 50 |
| 5169 Chemicals and allied products, n.e.c. | 30 | (D) | (D) | (D) | (D) | (D) | (D) | (D) | 50 |
| 517 Petroleum and petroleum products | 33 | 208 918 | 9 068 | 2 211 | 531 | 21 030 | 5 687 | 5 799 | 50 |
| 5171 Petroleum bulk stations and terminals | 23 | 98 928 | 5 451 | 1 380 | 376 | 12 710 | 3 930 | 3 856 | 50 |
| 5172 Petroleum and petroleum products wholesalers, except bulk stations and terminals | 10 | 109 990 | 3 617 | 831 | 155 | 8 320 | 1 757 | 1 943 | 50 |
| 518 Beer, wine, and distilled alcoholic beverages | 6 | (D) | (D) | (D) | (D) | (D) | (D) | (D) | 50 |
| 5181 Beer and ale | 2 | (D) | (D) | (D) | (D) | (D) | (D) | (D) | 50 |
| 5182 Wine and distilled alcoholic beverages | 4 | (D) | (D) | (D) | (D) | (D) | (D) | (D) | 50 |
| 519 Miscellaneous nondurable goods | 97 | (D) | (D) | (D) | (D) | (D) | (D) | (D) | 50 |
| 5191 Farm supplies | 50 | 51 216 | 3 889 | 985 | 244 | 9 068 | 6 254 | 7 009 | 50 |
| 5192 Books, periodicals, and newspapers | 4 | (D) | (D) | (D) | (D) | (D) | (D) | (D) | 50 |
| 5193 Flowers, nursery stock, and florists' supplies | 7 | (D) | (D) | (D) | (D) | (D) | (D) | (D) | 50 |
| 5194 Tobacco and tobacco products | 6 | 48 643 | 2 367 | 486 | 97 | 3 936 | 1 642 | 2 206 | 50 |
| 5198 Paints, varnishes, and supplies | 13 | 22 546 | 1 709 | 390 | 67 | 3 615 | 1 069 | 1 023 | 50 |
| 5199 Nondurable goods, n.e.c. | 17 | 8 438 | 623 | 209 | 53 | 1 930 | 217 | 247 | 50 |
| Merchant wholesalers | | | | | | | | | |
| 50 Durable goods | 850 | 2 467 881 | 187 170 | 43 400 | 8 550 | 377 648 | 222 120 | 248 077 | 50 |
| 501 Motor vehicles and motor vehicle parts and supplies | 128 | 263 698 | 23 158 | 5 380 | 1 225 | 42 809 | 38 263 | 38 968 | 50 |
| 5012 Automobiles and other motor vehicles | 19 | 74 807 | 5 611 | 1 281 | 253 | 8 970 | 9 928 | 10 449 | 50 |
| 5013 Motor vehicle supplies and new parts | 77 | (D) | (D) | (D) | (D) | (D) | (D) | (D) | 50 |
| 5014 Tires and tubes | 9 | (D) | (D) | (D) | (D) | (D) | (D) | (D) | 50 |
| 5015 Motor vehicle parts, used | 23 | 12 089 | 2 218 | 451 | 122 | 4 530 | 1 368 | 1 315 | 50 |
| 502 Furniture and homefurnishings | 19 | 39 112 | 4 974 | 1 114 | 221 | 11 120 | 4 176 | 5 553 | 50 |
| 5021 Furniture | 6 | (D) | (D) | (D) | (D) | (D) | (D) | (D) | 50 |
| 5023 Homefurnishings | 13 | (D) | (D) | (D) | (D) | (D) | (D) | (D) | 50 |
| 503 Lumber and other construction materials | 35 | 182 681 | 11 950 | 2 826 | 525 | 24 953 | 11 483 | 13 376 | 50 |
| 5031 Lumber, plywood, millwork, and wood panels | 13 | (D) | (D) | (D) | (D) | (D) | (D) | (D) | 50 |
| 5032 Brick, stone, and related construction materials | 10 | 11 779 | 1 047 | 258 | 67 | 2 411 | 805 | 970 | 50 |
| 5033 Roofing, siding, and insulation materials | 9 | 19 456 | 1 844 | 438 | 76 | 3 684 | 2 205 | 2 538 | 50 |
| 5039 Construction materials, n.e.c. | 3 | (D) | (D) | (D) | (D) | (D) | (D) | (D) | 50 |
| 504 Professional and commercial equipment and supplies | 101 | 149 523 | 19 906 | 4 269 | 856 | 40 847 | 9 609 | 12 077 | 50 |
| 5043 Photographic equipment and supplies | - | - | - | - | - | - | - | - | 50 |
| 5044 Office equipment | 27 | (D) | (D) | (D) | (D) | (D) | (D) | (D) | 50 |
| 5045 Computers and computer peripheral equipment and software | 35 | (D) | (D) | (D) | (D) | (D) | (D) | (D) | 50 |
| 5046 Commercial equipment, n.e.c. | 15 | (D) | (D) | (D) | (D) | (D) | (D) | (D) | 50 |
| 5047 Medical, dental, and hospital equipment and supplies | 13 | (D) | (D) | (D) | (D) | (D) | (D) | (D) | 50 |
| 5048 Ophthalmic goods | 2 | (D) | (D) | (D) | (D) | (D) | (D) | (D) | 50 |
| 5049 Professional equipment and supplies, n.e.c. | 9 | 8 182 | 1 814 | 350 | 68 | 2 994 | 518 | 681 | 50 |
| 505 Metals and minerals, except petroleum | 23 | 265 425 | 4 864 | 1 091 | 191 | 9 364 | 5 927 | 7 252 | 50 |
| 5051 Metals service centers and offices | 22 | (D) | (D) | (D) | (D) | (D) | (D) | (D) | 50 |
| 5052 Coal and other minerals and ores | 1 | (D) | (D) | (D) | (D) | (D) | (D) | (D) | 50 |
| 506 Electrical goods | 47 | 153 665 | 17 111 | 4 359 | 603 | 29 788 | 16 817 | 21 222 | 50 |
| 5063 Electrical apparatus and equipment, wiring supplies, and construction materials | 28 | (D) | (D) | (D) | (D) | (D) | (D) | (D) | 50 |
| 5064 Electrical appliances, television and radio sets | 7 | (D) | (D) | (D) | (D) | (D) | (D) | (D) | 50 |
| 5065 Electronic parts and equipment, n.e.c. | 12 | (D) | (D) | (D) | (D) | (D) | (D) | (D) | 50 |

Table 1. Summary Statistics for the State: 1987—Con.

[For meaning of abbreviations and symbols, see introductory text. For explanation of terms and comparability of 1982 and 1987 censuses, including revised methodology for presenting establishment counts, see appendix A]

| 1987 SIC code | Type of operation and kind of business | Estab- lish- ments (number) | Sales (\$1,000) | Annual payroll (\$1,000) | First quarter payroll (\$1,000) | Paid employees for pay period including March 12 (number) | Operating expenses (\$1,000) | End-of-1986 inventories (\$1,000) | End-of-1987 inventories (\$1,000) |
|---|--|--------------------------------------|--------------------|--------------------------------|--|---|------------------------------------|---|---|
| TYPES OF OPERATION BY KIND OF BUSINESS | | | | | | | | | |
| —Con. | | | | | | | | | |
| Merchant wholesalers—Con. | | | | | | | | | |
| Durable goods—Con. | | | | | | | | | |
| 507 | Hardware, and plumbing and heating equipment and supplies | 57 | (D) | (D) | (D) | (D) | (D) | (D) | (D) |
| 5072 | Hardware | 12 | (D) | (D) | (D) | (D) | (D) | (D) | (D) |
| 5074 | Plumbing and heating equipment and supplies (hydraulics) | 27 | (D) | (D) | (D) | (D) | (D) | (D) | (D) |
| 5075 | Warm air heating and air-conditioning equipment and supplies | 14 | (D) | (D) | (D) | (D) | (D) | (D) | (D) |
| 5078 | Refrigeration equipment and supplies | 4 | 2 270 | 328 | 63 | 18 | 613 | 216 | (D) |
| 508 | Machinery, equipment, and supplies | 123 | (D) | (D) | (D) | (D) | (D) | (D) | (D) |
| 5082 | Construction and mining (except petroleum) machinery and equipment | 11 | (D) | (D) | (D) | (D) | (D) | (D) | (D) |
| 5083 | Farm and garden machinery and equipment | 18 | 34 212 | 3 517 | 789 | 229 | 6 783 | 10 525 | 11 347 |
| 5084 | Industrial machinery and equipment | 46 | (D) | (D) | (D) | (D) | (D) | (D) | (D) |
| 5085 | Industrial supplies | 21 | (D) | (D) | (D) | (D) | (D) | (D) | (D) |
| 5087 | Service establishment equipment and supplies | 21 | 16 410 | 2 886 | 660 | 167 | 4 887 | 1 728 | 1 789 |
| 5088 | Transportation equipment and supplies, except motor vehicles | 6 | 35 017 | 2 361 | 545 | 97 | 5 708 | 5 311 | 7 027 |
| 509 | Miscellaneous durable goods | 50 | (D) | (D) | (D) | (D) | (D) | (D) | (D) |
| 5091 | Sporting and recreational goods and supplies | 7 | (D) | (D) | (D) | (D) | (D) | (D) | (D) |
| 5092 | Toys and hobby goods and supplies | 1 | (D) | (D) | (D) | (D) | (D) | (D) | (D) |
| 5093 | Scrap and waste materials | 19 | (D) | (D) | (D) | (D) | (D) | (D) | (D) |
| 5094 | Jewelry, watches, precious stones, and precious metals | 3 | 1 862 | 157 | 33 | 6 | 274 | 80 | 348 |
| 5099 | Durable goods, n.e.c. | 20 | (D) | (D) | (D) | (D) | (D) | (D) | (D) |
| 51 | Nondurable goods | 267 | 1 045 963 | 59 181 | 13 703 | 2 863 | 127 662 | 77 695 | 86 667 |
| 511 | Paper and paper products | 25 | (D) | (D) | (D) | (D) | (D) | (D) | (D) |
| 5111 | Printing and writing paper | 2 | (D) | (D) | (D) | (D) | (D) | (D) | (D) |
| 5112 | Stationery and office supplies | 15 | (D) | (D) | (D) | (D) | (D) | (D) | (D) |
| 5113 | Industrial and personal service paper | 8 | (D) | (D) | (D) | (D) | (D) | (D) | (D) |
| 512 | Drugs, drug proprietaries, and druggists' sundries | 5 | (D) | (D) | (D) | (D) | (D) | (D) | (D) |
| 5122 | Drugs, drug proprietaries, and druggists' sundries | 5 | (D) | (D) | (D) | (D) | (D) | (D) | (D) |
| 513 | Apparel, piece goods, and notions | 16 | (D) | (D) | (D) | (D) | (D) | (D) | (D) |
| 5131 | Piece goods, notions, and other dry goods | 10 | (D) | (D) | (D) | (D) | (D) | (D) | (D) |
| 5136 | Men's and boys' clothing and furnishings | 3 | (D) | (D) | (D) | (D) | (D) | (D) | (D) |
| 5137 | Women's, children's and infants' clothing and accessories | 3 | (D) | (D) | (D) | (D) | (D) | (D) | (D) |
| 5139 | Footwear | - | - | - | - | (D) | (D) | - | (D) |
| 514 | Groceries and related products | 67 | 364 960 | 13 774 | 3 379 | 715 | 28 430 | 16 150 | 20 243 |
| 5141 | Groceries, general line | 5 | (D) | (D) | (D) | (D) | (D) | (D) | (D) |
| 5142 | Packaged frozen foods | 3 | (D) | (D) | (D) | (D) | (D) | (D) | (D) |
| 5143 | Dairy products, except dried or canned | 4 | (D) | (D) | (D) | (D) | (D) | (D) | (D) |
| 5144 | Poultry and poultry products | 4 | (D) | (D) | (D) | (D) | (D) | (D) | (D) |
| 5145 | Confectionery | 3 | (D) | (D) | (D) | (D) | (D) | (D) | (D) |
| 5146 | Fish and seafoods | 3 | (D) | (D) | (D) | (D) | (D) | (D) | (D) |
| 5147 | Meats and meat products | 11 | (D) | (D) | (D) | (D) | (D) | (D) | (D) |
| 5148 | Fresh fruits and vegetables | 11 | (D) | (D) | (D) | (D) | (D) | (D) | (D) |
| 5149 | Groceries and related products, n.e.c. | 23 | (D) | (D) | (D) | (D) | (D) | (D) | (D) |
| 515 | Farm-product raw materials | 21 | (D) | (D) | (D) | (D) | (D) | (D) | (D) |
| 5153 | Grain and field beans | 17 | (D) | (D) | (D) | (D) | (D) | (D) | (D) |
| 5154 | Livestock | 1 | (D) | (D) | (D) | (D) | (D) | (D) | (D) |
| 5159 | Farm-product raw materials, n.e.c. | 3 | (D) | (D) | (D) | (D) | (D) | (D) | (D) |
| 516 | Chemicals and allied products | 28 | 61 185 | 4 678 | 1 108 | 168 | 10 951 | 3 618 | 3 642 |
| 5162 | Plastics materials and basic forms and shapes | 9 | (D) | (D) | (D) | (D) | (D) | (D) | (D) |
| 5169 | Chemicals and allied products, n.e.c. | 19 | (D) | (D) | (D) | (D) | (D) | (D) | (D) |
| 517 | Petroleum and petroleum products | 28 | 110 997 | 6 928 | 1 675 | 361 | 16 856 | 4 944 | 4 934 |
| 5171 | Petroleum bulk stations and terminals | 20 | (D) | (D) | (D) | (D) | (D) | (D) | (D) |
| 5172 | Petroleum and petroleum products wholesalers, except bulk stations and terminals | 8 | (D) | (D) | (D) | (D) | (D) | (D) | (D) |
| 518 | Beer, wine, and distilled alcoholic beverages | 5 | (D) | (D) | (D) | (D) | (D) | (D) | (D) |
| 5181 | Beer and ale | 2 | (D) | (D) | (D) | (D) | (D) | (D) | (D) |
| 5182 | Wine and distilled alcoholic beverages | 3 | (D) | (D) | (D) | (D) | (D) | (D) | (D) |
| 519 | Miscellaneous nondurable goods | 72 | 124 219 | 9 531 | 2 277 | 556 | 19 306 | 9 656 | 10 948 |
| 5191 | Farm supplies | 35 | 42 257 | 3 140 | 819 | 207 | 6 983 | 4 701 | 5 584 |
| 5192 | Books, periodicals, and newspapers | 3 | (D) | (D) | (D) | (D) | (D) | (D) | (D) |
| 5193 | Flowers, nursery stock, and florists' supplies | 7 | (D) | (D) | (D) | (D) | (D) | (D) | (D) |
| 5194 | Tobacco and tobacco products | 6 | 48 643 | 2 367 | 486 | 97 | 3 936 | 1 642 | 2 206 |
| 5198 | Paints, varnishes, and supplies | 6 | (D) | (D) | (D) | (D) | (D) | (D) | (D) |
| 5199 | Nondurable goods, n.e.c. | 15 | (D) | (D) | (D) | (D) | (D) | (D) | (D) |
| Manufacturers' sales branches and sales offices | | | | | | | | | |
| 50 | Durable goods | 85 | 5 236 223 | 259 818 | 64 779 | 6 644 | 614 464 | 98 591 | 83 817 |
| 501 | Motor vehicles and motor vehicle parts and supplies | 2 | (D) | (D) | (D) | (D) | (D) | (D) | (D) |
| 502 | Furniture and homefurnishings | 1 | (D) | (D) | (D) | (D) | (D) | (D) | (D) |
| 503 | Lumber and other construction materials | 1 | (D) | (D) | (D) | (D) | (D) | (D) | (D) |
| 504 | Professional and commercial equipment and supplies | 7 | 167 017 | 21 086 | 5 271 | 573 | 37 151 | 9 330 | 4 743 |
| 505 | Metals and minerals, except petroleum | 4 | (D) | (D) | (D) | (D) | (D) | (D) | (D) |

Table 1. Summary Statistics for the State: 1987—Con.

[For meaning of abbreviations and symbols, see introductory text. For explanation of terms and comparability of 1982 and 1987 censuses, including revised methodology for presenting establishment counts, see appendix A]

| 1987 SIC code | Type of operation and kind of business | Estab- lish- ments (number) | Sales (\$1,000) | Annual payroll (\$1,000) | First quarter payroll (\$1,000) | Paid employees for pay period including March 12 (number) | Operating expenses (\$1,000) | End-of-1986 inventories (\$1,000) | End-of-1987 inventories (\$1,000) |
|---------------------|---|--------------------------------------|--------------------|--------------------------------|--|---|------------------------------------|---|---|
| | TYPES OF OPERATION BY KIND OF BUSINESS—Con. | | | | | | | | |
| | Manufacturers' sales branches and sales offices—Con. | | | | | | | | |
| 50 | Durable goods—Con. | | | | | | | | |
| 506 | Electrical goods | 5 | (D) | (D) | (D) | (D) | (D) | (D) | (D) |
| 507 | Hardware, and plumbing and heating equipment and supplies | 1 | (D) | (D) | (D) | (D) | (D) | (D) | (D) |
| 508 | Machinery, equipment, and supplies | 7 | 20 341 | 1 168 | 236 | 34 | 2 154 | 210 | 293 |
| 509 | Miscellaneous durable goods | - | - | - | - | - | - | - | - |
| 51 | Nondurable goods | 57 | 4 830 811 | 231 191 | 57 478 | 5 805 | 561 612 | 82 339 | 71 827 |
| 511 | Paper and paper products | 4 | (D) | (D) | (D) | (D) | (D) | (D) | (D) |
| 512 | Drugs, drug proprietaries, and druggists' sundries | 4 | (D) | (D) | (D) | (D) | (D) | (D) | (D) |
| 513 | Apparel, piece goods, and notions | 2 | (D) | (D) | (D) | (D) | (D) | (D) | (D) |
| 514 | Groceries and related products | 10 | (D) | (D) | (D) | (D) | (D) | (D) | (D) |
| 515 | Farm-product raw materials | - | - | - | - | - | - | - | - |
| 516 | Chemicals and allied products | 11 | (D) | (D) | (D) | (D) | (D) | (D) | (D) |
| 517 | Petroleum and petroleum products | 3 | (D) | (D) | (D) | (D) | (D) | (D) | (D) |
| 518 | Beer, wine, and distilled alcoholic beverages | 1 | (D) | (D) | (D) | (D) | (D) | (D) | (D) |
| 519 | Miscellaneous nondurable goods | 22 | (D) | (D) | (D) | (D) | (D) | (D) | (D) |
| | Agents, brokers, and commission merchants | 64 | 195 489 | 5 635 | 1 410 | 332 | 11 066 | 720 | 701 |
| 50 | Durable goods | 41 | 138 242 | 3 969 | 938 | 144 | 7 578 | 303 | 274 |
| 501 | Motor vehicles and motor vehicle parts and supplies | 3 | (D) | (D) | (D) | (D) | (D) | (D) | (D) |
| 502 | Furniture and homefurnishings | 3 | (D) | (D) | (D) | (D) | (D) | (D) | (D) |
| 503 | Lumber and other construction materials | 3 | (D) | (D) | (D) | (D) | (D) | (D) | (D) |
| 504 | Professional and commercial equipment and supplies | 8 | 19 815 | 1 045 | 246 | 37 | 2 144 | 34 | 31 |
| 505 | Metals and minerals, except petroleum | 2 | (D) | (D) | (D) | (D) | (D) | (D) | (D) |
| 506 | Electrical goods | 5 | (D) | (D) | (D) | (D) | (D) | (D) | (D) |
| 507 | Hardware, and plumbing and heating equipment and supplies | 4 | 22 466 | 613 | 93 | 12 | 936 | - | - |
| 508 | Machinery, equipment, and supplies | 5 | (D) | (D) | (D) | (D) | (D) | (D) | (D) |
| 509 | Miscellaneous durable goods | 8 | (D) | (D) | (D) | (D) | (D) | (D) | (D) |
| 51 | Nondurable goods | 23 | 57 247 | 1 666 | 472 | 188 | 3 488 | 417 | 427 |
| 511 | Paper and paper products | 1 | (D) | (D) | (D) | (D) | (D) | (D) | (D) |
| 512 | Drugs, drug proprietaries, and druggists' sundries | 1 | (D) | (D) | (D) | (D) | (D) | (D) | (D) |
| 513 | Apparel, piece goods, and notions | 3 | (D) | (D) | (D) | (D) | (D) | (D) | (D) |
| 514 | Groceries and related products | 8 | (D) | (D) | (D) | (D) | (D) | (D) | (D) |
| 515 | Farm-product raw materials | 1 | (D) | (D) | (D) | (D) | (D) | (D) | (D) |
| 516 | Chemicals and allied products | 4 | (D) | (D) | (D) | (D) | (D) | (D) | (D) |
| 517 | Petroleum and petroleum products | 2 | (D) | (D) | (D) | (D) | (D) | (D) | (D) |
| 518 | Beer, wine, and distilled alcoholic beverages | - | - | - | - | - | - | - | - |
| 519 | Miscellaneous nondurable goods | 3 | 1 479 | 121 | 27 | 9 | 266 | 98 | 100 |

Table 2. Selected Ratios for the State: 1987

[For meaning of abbreviations and symbols, see introductory text. For explanation of terms and comparability of 1982 and 1987 censuses, including revised methodology for presenting establishment counts, see appendix A]

| 1987 SIC code | Type of operation and kind of business | Sales | | Annual payroll | | Employees per estab- lishment ¹ (number) | Operating expenses as percent of sales | End-of-1987 inventories as percent of sales |
|---------------------|---|-------------------------------------|---|---|--|--|---|--|
| | | Per estab- lishment (dollars) | Per employee ¹ (dollars) | Per employee ¹ (dollars) | As percent of operating expenses | | | |
| | Wholesale trade ----- | 7 907 501 | 508 798 | 29 153 | 45.1 | 16 | 12.7 | 4.2 |
| 50 | Durable goods ----- | 3 014 681 | 294 688 | 24 076 | 51.7 | 10 | 15.8 | 8.8 |
| 501 | Motor vehicles and motor vehicle parts and supplies ----- | 2 113 895 | 226 915 | 19 029 | 54.1 | 9 | 15.5 | 13.9 |
| 5012 | Automobiles and other motor vehicles ----- | 3 937 211 | 295 680 | 22 178 | 62.6 | 13 | 12.0 | 14.0 |
| 5013 | Motor vehicle supplies and new parts ----- | 2 252 173 | 232 390 | 17 948 | 52.5 | 10 | 14.7 | 13.8 |
| 5014 | Tires and tubes ----- | 1 182 600 | 149 696 | 21 000 | 51.7 | 8 | 27.2 | 16.9 |
| 5015 | Motor vehicle parts, used ----- | 525 609 | 99 090 | 18 180 | 49.0 | 5 | 37.5 | 10.9 |
| 502 | Furniture and homefurnishings ----- | (D) | (D) | (D) | (D) | (D) | (D) | (D) |
| 5021 | Furniture ----- | (D) | (D) | (D) | (D) | (D) | (D) | (D) |
| 5023 | Homefurnishings ----- | 1 792 438 | 209 336 | 21 482 | 40.9 | 9 | 25.1 | 16.1 |
| 503 | Lumber and other construction materials ----- | 5 015 128 | 362 204 | 22 563 | 47.9 | 14 | 13.0 | 6.8 |
| 5031 | Lumber, plywood, millwork, and wood panels ----- | 9 651 813 | 460 982 | 23 636 | 49.1 | 21 | 10.5 | 5.9 |
| 5032 | Brick, stone, and related construction materials ----- | 1 177 900 | 175 806 | 15 627 | 43.4 | 7 | 20.5 | 8.2 |
| 5033 | Roofing, siding, and insulation materials ----- | 2 161 778 | 256 000 | 24 263 | 50.1 | 8 | 18.9 | 13.0 |
| 5039 | Construction materials, n.e.c. ----- | 2 481 500 | 160 097 | 22 177 | 42.9 | 16 | 32.3 | 7.8 |
| 504 | Professional and commercial equipment and supplies ----- | 2 899 612 | 229 437 | 28 675 | 52.5 | 13 | 23.8 | 5.0 |
| 5043 | Photographic equipment and supplies ----- | (D) | (D) | (D) | (D) | (D) | (D) | (D) |
| 5044 | Office equipment ----- | 2 176 226 | 129 488 | 25 812 | 59.6 | 17 | 33.4 | 9.5 |
| 5045 | Computers and computer peripheral equipment and software ----- | 4 866 179 | 303 165 | 33 329 | 48.4 | 16 | 22.7 | 3.6 |
| 5046 | Commercial equipment, n.e.c. ----- | (D) | (D) | (D) | (D) | (D) | (D) | (D) |
| 5047 | Medical, dental, and hospital equipment and supplies ----- | 2 768 143 | 369 086 | 24 743 | 49.9 | 8 | 13.4 | 4.0 |
| 5048 | Ophthalmic goods ----- | (D) | (D) | (D) | (D) | (D) | (D) | (D) |
| 5049 | Professional equipment and supplies, n.e.c. ----- | 1 591 600 | 268 247 | 28 404 | 59.2 | 6 | 17.9 | 2.9 |
| 505 | Metals and minerals, except petroleum ----- | 14 631 931 | 1 589 236 | 26 292 | 50.4 | 9 | 3.3 | 2.5 |
| 5051 | Metals service centers and offices ----- | (D) | (D) | (D) | (D) | (D) | (D) | (D) |
| 5052 | Coal and other minerals and ores ----- | (D) | (D) | (D) | (D) | (D) | (D) | (D) |
| 506 | Electrical goods ----- | 3 954 772 | 302 174 | 27 879 | 56.3 | 13 | 16.4 | 10.7 |
| 5063 | Electrical apparatus and equipment, wiring supplies, and construction materials ----- | 5 435 882 | 321 986 | 27 666 | 57.8 | 17 | 14.9 | 10.9 |
| 5064 | Electrical appliances, television and radio sets ----- | (D) | (D) | (D) | (D) | (D) | (D) | (D) |
| 5065 | Electronic parts and equipment, n.e.c. ----- | (D) | (D) | (D) | (D) | (D) | (D) | (D) |
| 507 | Hardware, and plumbing and heating equipment and supplies ----- | 2 060 371 | 238 772 | 26 120 | 54.4 | 9 | 20.1 | 12.7 |
| 5072 | Hardware ----- | 3 110 071 | 329 856 | 32 189 | 56.4 | 9 | 17.3 | 6.5 |
| 5074 | Plumbing and heating equipment and supplies (hydraulics) ----- | 2 031 679 | 198 906 | 23 339 | 55.5 | 10 | 21.1 | 19.1 |
| 5075 | Warm air heating and air-conditioning equipment and supplies ----- | 1 565 313 | 252 980 | 27 495 | 49.4 | 6 | 22.0 | 9.3 |
| 5078 | Refrigeration equipment and supplies ----- | 567 500 | 126 111 | 18 222 | 53.5 | 5 | 27.0 | 11.2 |
| 508 | Machinery, equipment, and supplies ----- | 1 944 474 | 196 338 | 22 767 | 50.7 | 10 | 22.9 | 16.8 |
| 5082 | Construction and mining (except petroleum) machinery and equipment ----- | 3 163 000 | 328 015 | 26 548 | 46.3 | 10 | 17.5 | 19.2 |
| 5083 | Farm and garden machinery and equipment ----- | 1 900 667 | 149 397 | 15 358 | 51.9 | 13 | 19.8 | 33.2 |
| 5084 | Industrial machinery and equipment ----- | 1 609 296 | 203 995 | 25 261 | 51.2 | 8 | 24.2 | 10.3 |
| 5085 | Industrial supplies ----- | 2 076 409 | 161 417 | 25 905 | 52.9 | 13 | 30.3 | 14.1 |
| 5087 | Service establishment equipment and supplies ----- | 781 429 | 98 263 | 17 281 | 59.1 | 8 | 29.8 | 10.9 |
| 5088 | Transportation equipment and supplies, except motor vehicles ----- | 5 836 167 | 361 000 | 24 340 | 41.4 | 16 | 16.3 | 20.1 |
| 509 | Miscellaneous durable goods ----- | (D) | (D) | (D) | (D) | (D) | (D) | (D) |
| 5091 | Sporting and recreational goods and supplies ----- | (D) | (D) | (D) | (D) | (D) | (D) | (D) |
| 5092 | Toys and hobby goods and supplies ----- | (D) | (D) | (D) | (D) | (D) | (D) | (D) |
| 5093 | Scrap and waste materials ----- | 1 012 429 | 149 725 | 17 894 | 44.7 | 7 | 26.8 | 5.2 |
| 5094 | Jewelry, watches, precious stones, and precious metals ----- | 620 667 | 310 333 | 26 167 | 57.3 | 2 | 14.7 | 18.7 |
| 5099 | Durable goods, n.e.c. ----- | 1 452 240 | 359 465 | 14 366 | 41.9 | 4 | 9.5 | 2.0 |
| 51 | Nondurable goods ----- | 17 100 925 | 670 057 | 32 976 | 42.2 | 26 | 11.7 | 2.7 |
| 511 | Paper and paper products ----- | 2 210 033 | 190 520 | 17 328 | 50.6 | 12 | 18.0 | 4.8 |
| 5111 | Printing and writing paper ----- | (D) | (D) | (D) | (D) | (D) | (D) | (D) |
| 5112 | Stationery and office supplies ----- | (D) | (D) | (D) | (D) | (D) | (D) | (D) |
| 5113 | Industrial and personal service paper ----- | 4 321 222 | 338 183 | 16 513 | 48.0 | 13 | 10.2 | 3.5 |
| 512 | Drugs, drug proprietaries, and druggists' sundries ----- | 65 205 600 | 331 498 | 22 070 | 35.2 | 197 | 18.9 | 7.0 |
| 5122 | Drugs, drug proprietaries, and druggists' sundries ----- | 65 205 600 | 331 498 | 22 070 | 35.2 | 197 | 18.9 | 7.0 |
| 513 | Apparel, piece goods, and notions ----- | 7 495 524 | 200 517 | 31 163 | 38.6 | 37 | 40.2 | 20.8 |
| 5131 | Piece goods, notions, and other dry goods ----- | (D) | (D) | (D) | (D) | (D) | (D) | (D) |
| 5136 | Men's and boys' clothing and furnishings ----- | (D) | (D) | (D) | (D) | (D) | (D) | (D) |
| 5137 | Women's, children's and infants' clothing and accessories ----- | (D) | (D) | (D) | (D) | (D) | (D) | (D) |
| 5139 | Footwear ----- | - | - | - | - | - | - | - |
| 514 | Groceries and related products ----- | 10 999 859 | 852 314 | 21 047 | 49.9 | 13 | 4.9 | 3.4 |
| 5141 | Groceries, general line ----- | 2 158 286 | 204 162 | 17 122 | 48.2 | 11 | 17.4 | 7.1 |
| 5142 | Packaged frozen foods ----- | (D) | (D) | (D) | (D) | (D) | (D) | (D) |
| 5143 | Dairy products, except dried or canned ----- | (D) | (D) | (D) | (D) | (D) | (D) | (D) |
| 5144 | Poultry and poultry products ----- | (D) | (D) | (D) | (D) | (D) | (D) | (D) |
| 5145 | Confectionery ----- | 1 699 750 | 251 815 | 19 000 | 68.4 | 7 | 11.0 | 4.4 |
| 5146 | Fish and seafoods ----- | (D) | (D) | (D) | (D) | (D) | (D) | (D) |
| 5147 | Meats and meat products ----- | 3 909 083 | 446 752 | 16 467 | 46.4 | 9 | 7.9 | 2.7 |
| 5148 | Fresh fruits and vegetables ----- | 1 500 286 | 362 138 | 17 931 | 48.8 | 4 | 10.2 | 4.3 |
| 5149 | Groceries and related products, n.e.c. ----- | 18 103 242 | 1 146 655 | 21 512 | 51.2 | 16 | 3.7 | 2.7 |
| 515 | Farm-product raw materials ----- | (D) | (D) | (D) | (D) | (D) | (D) | (D) |
| 5153 | Grain and field beans ----- | (D) | (D) | (D) | (D) | (D) | (D) | (D) |
| 5154 | Livestock ----- | (D) | (D) | (D) | (D) | (D) | (D) | (D) |
| 5159 | Farm-product raw materials, n.e.c. ----- | (D) | (D) | (D) | (D) | (D) | (D) | (D) |
| 516 | Chemicals and allied products ----- | (D) | (D) | (D) | (D) | (D) | (D) | (D) |
| 5162 | Plastics materials and basic forms and shapes ----- | (D) | (D) | (D) | (D) | (D) | (D) | (D) |
| 5169 | Chemicals and allied products, n.e.c. ----- | (D) | (D) | (D) | (D) | (D) | (D) | (D) |

See footnotes at end of table.

Table 2. Selected Ratios for the State: 1987—Con.

[For meaning of abbreviations and symbols, see introductory text. For explanation of terms and comparability of 1982 and 1987 censuses, including revised methodology for presenting establishment counts, see appendix A]

| 1987 SIC code | Type of operation and kind of business | Sales | | Annual payroll | | Employees per estab- lishment ¹ (number) | Operating expenses as percent of sales | End-of-1987 inventories as percent of sales |
|-----------------------------|---|-------------------------------------|---|---|--|--|---|--|
| | | Per estab- lishment (dollars) | Per employee ¹ (dollars) | Per employee ¹ (dollars) | As percent of operating expenses | | | |
| Wholesale trade—Con. | | | | | | | | |
| 51 | Nondurable goods—Con. | | | | | | | |
| 517 | Petroleum and petroleum products | 6 330 848 | 393 443 | 17 077 | 43.1 | 16 | 10.1 | 2.8 |
| 5171 | Petroleum bulk stations and terminals | 4 301 217 | 263 106 | 14 497 | 42.9 | 16 | 12.8 | 3.9 |
| 5172 | Petroleum and petroleum products wholesalers, except bulk stations and terminals | 10 999 000 | 709 613 | 23 335 | 43.5 | 16 | 7.6 | 1.8 |
| 518 | Beer, wine, and distilled alcoholic beverages | (D) | (D) | (D) | (D) | (D) | (D) | (D) |
| 5181 | Beer and ale | (D) | (D) | (D) | (D) | (D) | (D) | (D) |
| 5182 | Wine and distilled alcoholic beverages | (D) | (D) | (D) | (D) | (D) | (D) | (D) |
| 519 | Miscellaneous nondurable goods | (D) | (D) | (D) | (D) | (D) | (D) | (D) |
| 5191 | Farm supplies | 1 024 320 | 209 902 | 15 939 | 42.9 | 5 | 17.7 | 13.7 |
| 5192 | Books, periodicals, and newspapers | (D) | (D) | (D) | (D) | (D) | (D) | (D) |
| 5193 | Flowers, nursery stock, and florists' supplies | (D) | (D) | (D) | (D) | (D) | (D) | (D) |
| 5194 | Tobacco and tobacco products | 8 107 167 | 501 474 | 24 402 | 60.1 | 16 | 8.1 | 4.5 |
| 5198 | Paints, varnishes, and supplies | 1 734 308 | 336 507 | 25 507 | 47.3 | 5 | 16.0 | 4.5 |
| 5199 | Nondurable goods, n.e.c. | 496 353 | 159 208 | 15 528 | 42.6 | 3 | 22.9 | 2.9 |
| | Merchant wholesalers | 2 903 389 | 288 641 | 21 891 | 49.6 | 10 | 15.3 | 10.1 |
| 50 | Durable goods | 2 438 967 | 250 030 | 22 506 | 51.2 | 10 | 17.6 | 11.4 |
| 501 | Motor vehicles and motor vehicle parts and supplies | 2 060 141 | 215 264 | 18 904 | 54.1 | 10 | 16.2 | 14.8 |
| 5012 | Automobiles and other motor vehicles | 3 937 211 | 295 680 | 22 178 | 62.6 | 13 | 12.0 | 14.0 |
| 5013 | Motor vehicle supplies and new parts | (D) | (D) | (D) | (D) | (D) | (D) | (D) |
| 5014 | Tires and tubes | (D) | (D) | (D) | (D) | (D) | (D) | (D) |
| 5015 | Motor vehicle parts, used | 525 609 | 99 090 | 18 180 | 49.0 | 5 | 37.5 | 10.9 |
| 502 | Furniture and homefurnishings | 2 058 526 | 176 977 | 22 507 | 44.7 | 12 | 28.4 | 14.2 |
| 5021 | Furniture | (D) | (D) | (D) | (D) | (D) | (D) | (D) |
| 5023 | Homefurnishings | (D) | (D) | (D) | (D) | (D) | (D) | (D) |
| 503 | Lumber and other construction materials | 5 219 457 | 347 964 | 22 762 | 47.9 | 15 | 13.7 | 7.3 |
| 5031 | Lumber, plywood, millwork, and wood panels | (D) | (D) | (D) | (D) | (D) | (D) | (D) |
| 5032 | Brick, stone, and related construction materials | 1 177 900 | 175 806 | 15 627 | 43.4 | 7 | 20.5 | 8.2 |
| 5033 | Roofing, siding, and insulation materials | 2 161 778 | 256 000 | 24 263 | 50.1 | 8 | 18.9 | 13.0 |
| 5039 | Construction materials, n.e.c. | (D) | (D) | (D) | (D) | (D) | (D) | (D) |
| 504 | Professional and commercial equipment and supplies | 1 480 426 | 174 676 | 23 255 | 48.7 | 8 | 27.3 | 8.1 |
| 5043 | Photographic equipment and supplies | (D) | (D) | (D) | (D) | (D) | (D) | (D) |
| 5044 | Office equipment | (D) | (D) | (D) | (D) | (D) | (D) | (D) |
| 5045 | Computers and computer peripheral equipment and software | (D) | (D) | (D) | (D) | (D) | (D) | (D) |
| 5046 | Commercial equipment, n.e.c. | (D) | (D) | (D) | (D) | (D) | (D) | (D) |
| 5047 | Medical, dental, and hospital equipment and supplies | (D) | (D) | (D) | (D) | (D) | (D) | (D) |
| 5048 | Ophthalmic goods | (D) | (D) | (D) | (D) | (D) | (D) | (D) |
| 5049 | Professional equipment and supplies, n.e.c. | 909 111 | 120 324 | 26 676 | 60.6 | 8 | 36.6 | 8.3 |
| 505 | Metals and minerals, except petroleum | 11 540 217 | 1 389 660 | 25 466 | 51.9 | 8 | 3.5 | 2.7 |
| 5051 | Metals service centers and offices | (D) | (D) | (D) | (D) | (D) | (D) | (D) |
| 5052 | Coal and other minerals and ores | (D) | (D) | (D) | (D) | (D) | (D) | (D) |
| 506 | Electrical goods | 3 269 468 | 254 834 | 28 376 | 57.4 | 13 | 19.4 | 13.8 |
| 5063 | Electrical apparatus and equipment, wiring supplies, and construction materials | (D) | (D) | (D) | (D) | (D) | (D) | (D) |
| 5064 | Electrical appliances, television and radio sets | (D) | (D) | (D) | (D) | (D) | (D) | (D) |
| 5065 | Electronic parts and equipment, n.e.c. | (D) | (D) | (D) | (D) | (D) | (D) | (D) |
| 507 | Hardware, and plumbing and heating equipment and supplies | (D) | (D) | (D) | (D) | (D) | (D) | (D) |
| 5072 | Hardware | (D) | (D) | (D) | (D) | (D) | (D) | (D) |
| 5074 | Plumbing and heating equipment and supplies (hydronics) | (D) | (D) | (D) | (D) | (D) | (D) | (D) |
| 5075 | Warm air heating and air-conditioning equipment and supplies | (D) | (D) | (D) | (D) | (D) | (D) | (D) |
| 5078 | Refrigeration equipment and supplies | 567 500 | 126 111 | 18 222 | 53.5 | 5 | 27.0 | 11.2 |
| 508 | Machinery, equipment, and supplies | (D) | (D) | (D) | (D) | (D) | (D) | (D) |
| 5082 | Construction and mining (except petroleum) machinery and equipment | (D) | (D) | (D) | (D) | (D) | (D) | (D) |
| 5083 | Farm and garden machinery and equipment | 1 900 667 | 149 397 | 15 358 | 51.9 | 13 | 19.8 | 33.2 |
| 5084 | Industrial machinery and equipment | (D) | (D) | (D) | (D) | (D) | (D) | (D) |
| 5085 | Industrial supplies | (D) | (D) | (D) | (D) | (D) | (D) | (D) |
| 5087 | Service establishment equipment and supplies | 781 429 | 98 263 | 17 281 | 59.1 | 8 | 29.8 | 10.9 |
| 5088 | Transportation equipment and supplies, except motor vehicles | 5 836 167 | 361 000 | 24 340 | 41.4 | 16 | 16.3 | 20.1 |
| 509 | Miscellaneous durable goods | (D) | (D) | (D) | (D) | (D) | (D) | (D) |
| 5091 | Sporting and recreational goods and supplies | (D) | (D) | (D) | (D) | (D) | (D) | (D) |
| 5092 | Toys and hobby goods and supplies | (D) | (D) | (D) | (D) | (D) | (D) | (D) |
| 5093 | Scrap and waste materials | (D) | (D) | (D) | (D) | (D) | (D) | (D) |
| 5094 | Jewelry, watches, precious stones, and precious metals | 620 667 | 310 333 | 26 167 | 57.3 | 2 | 14.7 | 18.7 |
| 5099 | Durable goods, n.e.c. | (D) | (D) | (D) | (D) | (D) | (D) | (D) |
| 51 | Nondurable goods | 3 917 464 | 365 338 | 20 671 | 46.4 | 11 | 12.2 | 8.3 |
| 5111 | Paper and paper products | (D) | (D) | (D) | (D) | (D) | (D) | (D) |
| 5111 | Printing and writing paper | (D) | (D) | (D) | (D) | (D) | (D) | (D) |
| 5112 | Stationery and office supplies | (D) | (D) | (D) | (D) | (D) | (D) | (D) |
| 5113 | Industrial and personal service paper | (D) | (D) | (D) | (D) | (D) | (D) | (D) |
| 512 | Drugs, drug proprietaries, and druggists' sundries | (D) | (D) | (D) | (D) | (D) | (D) | (D) |
| 5122 | Drugs, drug proprietaries, and druggists' sundries | (D) | (D) | (D) | (D) | (D) | (D) | (D) |
| 513 | Apparel, piece goods, and notions | (D) | (D) | (D) | (D) | (D) | (D) | (D) |
| 5131 | Piece goods, notions, and other dry goods | (D) | (D) | (D) | (D) | (D) | (D) | (D) |
| 5136 | Men's and boys' clothing and furnishings | (D) | (D) | (D) | (D) | (D) | (D) | (D) |
| 5137 | Women's, children's and infants' clothing and accessories | (D) | (D) | (D) | (D) | (D) | (D) | (D) |
| 5139 | Footwear | - | - | - | - | - | - | - |

See footnotes at end of table.

Table 2. Selected Ratios for the State: 1987—Con.

[For meaning of abbreviations and symbols, see introductory text. For explanation of terms and comparability of 1982 and 1987 censuses, including revised methodology for presenting establishment counts, see appendix A]

| 1987 SIC code | Type of operation and kind of business | Sales | | Annual payroll | | Employees per estab- lishment ¹ (number) | Operating expenses as percent of sales | End-of-1987 inventories as percent of sales | | | | |
|--|---|-------------------------------------|---|---|--|--|---|--|--|--|--|--|
| | | Per estab- lishment (dollars) | Per employee ¹ (dollars) | Per employee ¹ (dollars) | As percent of operating expenses | | | | | | | |
| Merchant wholesalers—Con. | | | | | | | | | | | | |
| 51 Nondurable goods—Con. | | | | | | | | | | | | |
| 514 | Groceries and related products | 5 447 164 | 510 434 | 19 264 | 48.4 | 11 | 7.8 | 5.5 | | | | |
| 5141 | Groceries, general line | (D) | (D) | (D) | (D) | (D) | (D) | (D) | | | | |
| 5142 | Packaged frozen foods | (D) | (D) | (D) | (D) | (D) | (D) | (D) | | | | |
| 5143 | Dairy products, except dried or canned | (D) | (D) | (D) | (D) | (D) | (D) | (D) | | | | |
| 5144 | Poultry and poultry products | (D) | (D) | (D) | (D) | (D) | (D) | (D) | | | | |
| 5145 | Confectionery | (D) | (D) | (D) | (D) | (D) | (D) | (D) | | | | |
| 5146 | Fish and seafoods | (D) | (D) | (D) | (D) | (D) | (D) | (D) | | | | |
| 5147 | Meats and meat products | (D) | (D) | (D) | (D) | (D) | (D) | (D) | | | | |
| 5148 | Fresh fruits and vegetables | (D) | (D) | (D) | (D) | (D) | (D) | (D) | | | | |
| 5149 | Groceries and related products, n.e.c. | (D) | (D) | (D) | (D) | (D) | (D) | (D) | | | | |
| 515 | Farm-product raw materials | (D) | (D) | (D) | (D) | (D) | (D) | (D) | | | | |
| 5153 | Grain and field beans | (D) | (D) | (D) | (D) | (D) | (D) | (D) | | | | |
| 5154 | Livestock | (D) | (D) | (D) | (D) | (D) | (D) | (D) | | | | |
| 5159 | Farm-product raw materials, n.e.c. | (D) | (D) | (D) | (D) | (D) | (D) | (D) | | | | |
| 516 | Chemicals and allied products | 2 185 179 | 364 196 | 27 845 | 42.7 | 6 | 17.9 | 6.0 | | | | |
| 5162 | Plastics materials and basic forms and shapes | (D) | (D) | (D) | (D) | (D) | (D) | (D) | | | | |
| 5169 | Chemicals and allied products, n.e.c. | (D) | (D) | (D) | (D) | (D) | (D) | (D) | | | | |
| 517 | Petroleum and petroleum products | 3 964 179 | 307 471 | 19 191 | 41.1 | 13 | 15.2 | 4.4 | | | | |
| 5171 | Petroleum bulk stations and terminals | (D) | (D) | (D) | (D) | (D) | (D) | (D) | | | | |
| 5172 | Petroleum and petroleum products wholesalers, except bulk stations and terminals | (D) | (D) | (D) | (D) | (D) | (D) | (D) | | | | |
| 518 | Beer, wine, and distilled alcoholic beverages | (D) | (D) | (D) | (D) | (D) | (D) | (D) | | | | |
| 5181 | Beer and ale | (D) | (D) | (D) | (D) | (D) | (D) | (D) | | | | |
| 5182 | Wine and distilled alcoholic beverages | (D) | (D) | (D) | (D) | (D) | (D) | (D) | | | | |
| 519 | Miscellaneous nondurable goods | 1 725 264 | 223 415 | 17 142 | 49.4 | 8 | 15.5 | 8.8 | | | | |
| 5191 | Farm supplies | 1 207 343 | 204 140 | 15 169 | 45.0 | 6 | 16.5 | 13.2 | | | | |
| 5192 | Books, periodicals, and newspapers | (D) | (D) | (D) | (D) | (D) | (D) | (D) | | | | |
| 5193 | Flowers, nursery stock, and florists' supplies | (D) | (D) | (D) | (D) | (D) | (D) | (D) | | | | |
| 5194 | Tobacco and tobacco products | 8 107 167 | 501 474 | 24 402 | 60.1 | 16 | 8.1 | 4.5 | | | | |
| 5198 | Paints, varnishes, and supplies | (D) | (D) | (D) | (D) | (D) | (D) | (D) | | | | |
| 5199 | Nondurable goods, n.e.c. | (D) | (D) | (D) | (D) | (D) | (D) | (D) | | | | |
| Manufacturers' sales branches and sales offices | | | | | | | | | | | | |
| 50 | Durable goods | 61 602 624 | 788 113 | 39 106 | 42.3 | 78 | 11.7 | 1.6 | | | | |
| | | 14 479 000 | 483 209 | 34 120 | 54.2 | 30 | 13.0 | 3.0 | | | | |
| 501 | Motor vehicles and motor vehicle parts and supplies | (D) | (D) | (D) | (D) | (D) | (D) | (D) | | | | |
| 502 | Furniture and homefurnishings | (D) | (D) | (D) | (D) | (D) | (D) | (D) | | | | |
| 503 | Lumber and other construction materials | (D) | (D) | (D) | (D) | (D) | (D) | (D) | | | | |
| 504 | Professional and commercial equipment and supplies | 23 859 571 | 291 478 | 36 799 | 56.8 | 82 | 22.2 | 2.8 | | | | |
| 505 | Metals and minerals, except petroleum | (D) | (D) | (D) | (D) | (D) | (D) | (D) | | | | |
| 506 | Electrical goods | (D) | (D) | (D) | (D) | (D) | (D) | (D) | | | | |
| 507 | Hardware, and plumbing and heating equipment and supplies | (D) | (D) | (D) | (D) | (D) | (D) | (D) | | | | |
| 508 | Machinery, equipment, and supplies | 2 905 857 | 598 265 | 34 353 | 54.2 | 5 | 10.6 | 1.4 | | | | |
| 509 | Miscellaneous durable goods | - | - | - | - | - | - | - | | | | |
| 51 | Nondurable goods | 84 751 070 | 832 181 | 39 826 | 41.2 | 102 | 11.6 | 1.5 | | | | |
| 511 | Paper and paper products | (D) | (D) | (D) | (D) | (D) | (D) | (D) | | | | |
| 512 | Drugs, drug proprietaries, and druggists' sundries | (D) | (D) | (D) | (D) | (D) | (D) | (D) | | | | |
| 513 | Apparel, piece goods, and notions | (D) | (D) | (D) | (D) | (D) | (D) | (D) | | | | |
| 514 | Groceries and related products | (D) | (D) | (D) | (D) | (D) | (D) | (D) | | | | |
| 515 | Farm-product raw materials | - | - | - | - | - | - | - | | | | |
| 516 | Chemicals and allied products | (D) | (D) | (D) | (D) | (D) | (D) | (D) | | | | |
| 517 | Petroleum and petroleum products | (D) | (D) | (D) | (D) | (D) | (D) | (D) | | | | |
| 518 | Beer, wine, and distilled alcoholic beverages | (D) | (D) | (D) | (D) | (D) | (D) | (D) | | | | |
| 519 | Miscellaneous nondurable goods | (D) | (D) | (D) | (D) | (D) | (D) | (D) | | | | |
| Agents, brokers, and commission merchants | | | | | | | | | | | | |
| 50 | Durable goods | 3 054 516 | 588 822 | 16 973 | 50.9 | 5 | 5.7 | .4 | | | | |
| | | 3 371 756 | 960 014 | 27 563 | 52.4 | 4 | 5.5 | .2 | | | | |
| 501 | Motor vehicles and motor vehicle parts and supplies | (D) | (D) | (D) | (D) | (D) | (D) | (D) | | | | |
| 502 | Furniture and homefurnishings | (D) | (D) | (D) | (D) | (D) | (D) | (D) | | | | |
| 503 | Lumber and other construction materials | (D) | (D) | (D) | (D) | (D) | (D) | (D) | | | | |
| 504 | Professional and commercial equipment and supplies | 2 476 875 | 535 541 | 28 243 | 48.7 | 5 | 10.8 | - | | | | |
| 505 | Metals and minerals, except petroleum | (D) | (D) | (D) | (D) | (D) | (D) | (D) | | | | |
| 506 | Electrical goods | (D) | (D) | (D) | (D) | (D) | (D) | (D) | | | | |
| 507 | Hardware, and plumbing and heating equipment and supplies | (D) | (D) | (D) | (D) | (D) | (D) | (D) | | | | |
| 508 | Machinery, equipment, and supplies | 5 616 500 | 1 872 167 | 51 083 | 65.5 | 3 | 4.2 | - | | | | |
| 509 | Miscellaneous durable goods | (D) | (D) | (D) | (D) | (D) | (D) | (D) | | | | |
| 51 | Nondurable goods | 2 489 000 | 304 505 | 8 862 | 47.8 | 8 | 6.1 | .7 | | | | |
| 511 | Paper and paper products | (D) | (D) | (D) | (D) | (D) | (D) | (D) | | | | |
| 512 | Drugs, drug proprietaries, and druggists' sundries | (D) | (D) | (D) | (D) | (D) | (D) | (D) | | | | |
| 513 | Apparel, piece goods, and notions | (D) | (D) | (D) | (D) | (D) | (D) | (D) | | | | |
| 514 | Groceries and related products | (D) | (D) | (D) | (D) | (D) | (D) | (D) | | | | |
| 515 | Farm-product raw materials | (D) | (D) | (D) | (D) | (D) | (D) | (D) | | | | |
| 516 | Chemicals and allied products | (D) | (D) | (D) | (D) | (D) | (D) | (D) | | | | |
| 517 | Petroleum and petroleum products | (D) | (D) | (D) | (D) | (D) | (D) | (D) | | | | |
| 518 | Beer, wine, and distilled alcoholic beverages | - | - | - | - | - | - | - | | | | |
| 519 | Miscellaneous nondurable goods | 493 000 | 164 333 | 13 444 | 45.5 | 3 | 18.0 | 6.8 | | | | |

¹Based on number of employees for pay period including March 12.

Table 3. Comparative Statistics Based on 1972 Standard Industrial Classification for the State: 1987 and 1982

[For meaning of abbreviations and symbols, see introductory text. For explanation of terms and comparability of 1982 and 1987 censuses, including revised methodology for presenting establishment counts, see appendix A]

| 1972 SIC code | 1987 SIC code | Type of operation and kind of business | Establishments | | Sales | | Annual payroll | | Paid employees for pay period including March 12 | | | |
|---------------------|----------------------|---|------------------|------------------|-------------------|-------------------|--------------------------------------|-------------------|--|--------------------------------------|--------|--------|
| | | | 1987 (number) | 1982 (number) | 1987 (\$1,000) | 1982 (\$1,000) | Percent change 1982 to 1987 | 1987 (\$1,000) | 1982 (\$1,000) | Percent change 1982 to 1987 | | |
| | | Wholesale trade ----- | 985 | 858 | 7 893 552 | 7 307 423 | 8.0 | 451 479 | 314 075 | 43.7 | 15 452 | 13 627 |
| 50 | | Durable goods ----- | 633 | 548 | 1 957 122 | 1 136 800 | 72.2 | 159 284 | 109 176 | 45.9 | 6 581 | 5 735 |
| 501 | | Motor vehicles and automotive parts and supplies ----- | 119 | 93 | 275 107 | 146 573 | 87.7 | 22 433 | 15 890 | 41.2 | 1 165 | 995 |
| 5012 | 5012 | Automobiles and other motor vehicles ----- | 19 | 13 | 74 807 | (D) | (D) | 5 611 | (D) | (D) | 253 | (D) |
| 5013 | 5013 5015 pt. | Automotive parts and supplies ----- | 90 | 71 | (D) | 104 997 | (D) | (D) | 11 504 | (D) | 727 | |
| | | Motor vehicle supplies and new parts ----- | 81 | 68 | 182 426 | 104 866 | 74.0 | 14 089 | 11 467 | 22.8 | 785 | 726 |
| | | Motor vehicle parts, used ----- | 9 | 3 | (D) | 131 | (D) | (D) | 37 | (D) | 1 | |
| 5014 | 5014 | Tires and tubes ----- | 10 | 9 | 11 826 | (D) | (D) | 1 659 | (D) | (D) | 79 | (D) |
| 502 | | Furniture and homefurnishings ----- | 23 | 17 | (D) | 27 201 | (D) | (D) | 2 618 | (D) | (D) | 133 |
| 5021 | 5021 | Furniture ----- | 7 | 7 | (D) | 8 656 | (D) | (D) | 1 206 | (D) | (D) | 66 |
| 5023 | 5023 | Homefurnishings ----- | 16 | 10 | 28 679 | 18 545 | 54.6 | 2 943 | 1 412 | 108.4 | 137 | 67 |
| 503 | | Lumber and other construction materials ----- | 39 | 43 | 195 590 | 78 966 | 147.7 | 12 184 | 6 839 | 78.2 | 540 | 392 |
| 5031 | 5031 | Lumber, plywood, millwork, and wood panels ----- | 16 | 14 | 154 429 | (D) | (D) | 7 918 | (D) | (D) | 335 | (D) |
| 5039 | | Construction materials, n.e.c. ----- | 23 | 29 | 41 161 | (D) | (D) | 4 266 | (D) | (D) | 205 | (D) |
| | 5032 | Brick, stone, and related construction materials ----- | 10 | 16 | 11 779 | 17 040 | -30.9 | 1 047 | 2 255 | -53.6 | 67 | 133 |
| | 5033 | Roofing, siding, and insulation materials ----- | 9 | 8 | 19 456 | 8 498 | 128.9 | 1 844 | 849 | 117.2 | 76 | 45 |
| | 5039 | Construction materials, n.e.c. ----- | 4 | 5 | 9 926 | (D) | (D) | 1 375 | (D) | (D) | 62 | (D) |
| 504 | | Sporting, recreational, photographic, and hobby goods, toys and supplies ----- | 9 | 12 | 5 013 | 5 839 | -14.2 | 536 | 549 | -2.4 | 41 | 43 |
| 5041 | 5091 | Sporting and recreational goods and supplies ----- | 7 | 9 | (D) | (D) | (D) | (D) | (D) | (D) | (D) | (D) |
| 5042 | 5092 | Toys and hobby goods and supplies ----- | 2 | 2 | (D) | (D) | (D) | (D) | (D) | (D) | (D) | (D) |
| 5043 | 5043 | Photographic equipment and supplies ----- | - | 1 | - | (D) | (D) | - | (D) | (D) | - | (D) |
| 505 | | Metals and minerals, except petroleum ----- | 29 | 28 | 424 326 | 89 170 | 375.9 | 7 020 | 4 695 | 49.5 | 267 | 244 |
| 5051 | 5051 | Metals service centers and offices ----- | 28 | 28 | (D) | 89 170 | (D) | (D) | 4 695 | (D) | (D) | 244 |
| 5052 | 5052 | Coal and other minerals and ores ----- | 1 | - | (D) | - | (X) | (D) | - | (X) | (D) | - |
| 506 | | Electrical goods ----- | 60 | 48 | 229 604 | 90 504 | 153.7 | 21 103 | 8 979 | 135.0 | 756 | 458 |
| 5063 | | Electrical apparatus and equipment, wiring supplies, and construction materials ----- | 37 | 25 | 189 002 | 69 720 | 171.1 | 16 185 | 6 365 | 154.3 | 584 | 338 |
| | 5063 | Electrical apparatus and equipment, wiring supplies, and construction materials ----- | 34 | (NA) | 184 820 | (NA) | (NA) | 15 880 | (NA) | (NA) | 574 | (NA) |
| | 5065 pt. 5084 pt. | Electronic parts and equipment, n.e.c. ----- | - | (NA) | - | (NA) | (NA) | - | (NA) | (NA) | - | |
| | 5084 pt. | Industrial machinery and equipment ----- | 3 | (NA) | 4 182 | (NA) | (NA) | 305 | (NA) | (NA) | 10 | (NA) |
| 5064 | 5064 | Electrical appliances, television and radio sets ----- | 7 | 7 | (D) | 10 016 | (D) | (D) | 972 | (D) | (D) | 38 |
| 5065 | 5065 pt. | Electronic parts and equipment, n.e.c. ----- | 16 | 16 | (D) | 10 768 | (D) | (D) | 1 642 | (D) | (D) | 82 |
| 507 | | Hardware, and plumbing and heating equipment and supplies ----- | 62 | 41 | 127 743 | 120 494 | 6.0 | 13 974 | 7 352 | 90.1 | 535 | 383 |
| 5072 | 5072 | Hardware ----- | 14 | 9 | 43 541 | (D) | (D) | 4 249 | (D) | (D) | 132 | (D) |
| 5074 | 5074 | Plumbing and heating equipment and supplies (hydronics) ----- | 28 | 21 | 56 887 | 37 901 | 50.1 | 6 675 | 4 599 | 45.1 | 286 | 235 |
| 5075 | 5075 | Warm air heating and air-conditioning equipment and supplies ----- | 16 | 8 | 25 045 | (D) | (D) | 2 722 | (D) | (D) | 99 | (D) |
| 5078 | 5078 | Refrigeration equipment and supplies ----- | 4 | 3 | 2 270 | 883 | 157.1 | 328 | 200 | 64.0 | 18 | 17 |
| 508 | | Machinery, equipment, and supplies ----- | 248 | 213 | 594 677 | 535 819 | 11.0 | 72 172 | 59 724 | 20.8 | 2 793 | 2 862 |
| 5081 | | Commercial machines and equipment ----- | 85 | 61 | (D) | 177 617 | (D) | (D) | 19 664 | (D) | (D) | 812 |
| 5044 | 5044 | Office equipment ----- | 31 | (NA) | 67 463 | (NA) | (NA) | 13 448 | (NA) | (NA) | 521 | (NA) |
| 5045 | 5045 | Computers and computer peripheral equipment and software ----- | 39 | (NA) | 189 781 | (NA) | (NA) | 20 864 | (NA) | (NA) | 626 | (NA) |
| 5046 | 5046 | Commercial equipment, n.e.c. ----- | 15 | 15 | (D) | 24 575 | (D) | 1 998 | (NA) | (NA) | 112 | |
| 5082 | 5082 | Construction and mining (except petroleum) machinery and equipment ----- | 14 | 12 | 44 282 | (D) | (D) | 3 584 | (D) | (D) | 135 | (D) |
| 5083 | 5083 | Farm and garden machinery and equipment ----- | 18 | 27 | 34 212 | 25 974 | 31.7 | 3 517 | 3 087 | 13.9 | 229 | 232 |
| 5084 | 5084 pt. | Industrial machinery and equipment ----- | 51 | 38 | 82 720 | 46 389 | 78.3 | 10 456 | 6 349 | 64.7 | 416 | 376 |
| 5085 | 5085 | Industrial supplies ----- | 22 | 21 | 45 681 | 33 342 | 37.0 | 7 331 | 4 495 | 63.1 | 283 | 218 |
| 5086 | 5047 | Professional equipment and supplies ----- | 31 | 23 | (D) | 43 895 | (D) | (D) | 2 169 | (D) | (D) | 119 |
| | 5048 | Medical, dental, and hospital equipment and supplies ----- | 14 | 12 | 38 754 | (D) | (D) | 2 598 | (D) | (D) | 105 | (D) |
| | 5049 | Ophthalmic goods ----- | 2 | 3 | (D) | (D) | (D) | 2 526 | (D) | (D) | 89 | (D) |
| | 5049 | Professional equipment and supplies, n.e.c. ----- | 15 | 8 | 23 874 | 9 839 | 142.6 | 1 068 | 136.7 | 136.7 | 89 | 44 |
| 5087 | 5087 | Service establishment equipment and supplies ----- | 21 | 21 | 16 410 | (D) | (D) | 2 886 | (D) | (D) | 167 | (D) |
| 5088 | 5088 | Transportation equipment and supplies, except motor vehicles ----- | 6 | 10 | 35 017 | (D) | (D) | 2 361 | (D) | (D) | 97 | (D) |
| 509 | | Miscellaneous durable goods ----- | 44 | 53 | 57 020 | 42 234 | 35.0 | 3 992 | 2 530 | 57.8 | 234 | 225 |
| 5093 | 5093 | Scrap and waste materials ----- | 21 | 17 | 21 261 | 13 404 | 58.6 | 2 541 | 1 623 | 56.6 | 142 | 138 |
| 5094 | 5094 | Jewelry, watches, precious stones, and precious metals ----- | 3 | 3 | 1 862 | (D) | (D) | 157 | (D) | (D) | 6 | (D) |
| 5099 | 5099 pt. | Durable goods, n.e.c. ----- | 20 | 33 | 33 897 | (D) | (D) | 1 294 | (D) | (D) | 86 | (D) |

Table 3. Comparative Statistics Based on 1972 Standard Industrial Classification for the State: 1987 and 1982—Con.

[For meaning of abbreviations and symbols, see introductory text. For explanation of terms and comparability of 1982 and 1987 censuses, including revised methodology for presenting establishment counts, see appendix A]

| 1972 SIC code | 1987 SIC code | Type of operation and kind of business | Establishments | | Sales | | | Annual payroll | | | Paid employees for pay period including March 12 | |
|----------------------|---------------------|--|------------------|------------------|-------------------|-------------------|--------------------------------------|-------------------|-------------------|--------------------------------------|--|------------------|
| | | | 1987 (number) | 1982 (number) | 1987 (\$1,000) | 1982 (\$1,000) | Percent change 1982 to 1987 | 1987 (\$1,000) | 1982 (\$1,000) | Percent change 1982 to 1987 | 1987 (number) | 1982 (number) |
| Wholesale trade—Con. | | | | | | | | | | | | |
| 51 | | Nondurable goods | 352 | 310 | 5 936 430 | 6 170 623 | -3.8 | 292 195 | 204 899 | 42.6 | 8 871 | 7 892 |
| 511 | | Paper and paper products | 30 | 23 | 66 301 | (D) | (D) | 6 030 | (D) | (D) | 348 | (D) |
| 5111 | 5111 | Printing and writing paper | 2 | 2 | (D) | (D) | (D) | (D) | (D) | (D) | (D) | (D) |
| 5112 | 5112 | Stationery and office supplies | 19 | 14 | (D) | (D) | (D) | (D) | (D) | (D) | (D) | (D) |
| 5113 | 5113 | Industrial and personal service paper | 9 | 7 | 38 891 | (D) | (D) | 1 899 | (D) | (D) | 115 | (D) |
| 512 | | Drugs, drug proprietaries, and druggists' sundries | 10 | 11 | 652 056 | (D) | (D) | 43 412 | (D) | (D) | 1 967 | (D) |
| 5122 | 5122 | Drugs, drug proprietaries, and druggists' sundries | 10 | 11 | 652 056 | (D) | (D) | 43 412 | (D) | (D) | 1 967 | (D) |
| 513 | | Apparel, piece goods, and notions | 21 | 9 | 157 406 | 20 485 | 668.4 | 24 463 | 1 267 | 1 830.8 | 785 | 96 |
| 5133 | 5131 pt. | Piece goods | 7 | 4 | 8 958 | (D) | (D) | 812 | (D) | (D) | 38 | (D) |
| 5134 | 5131 pt. | Notions and other dry goods | 5 | 2 | (D) | (D) | (D) | (D) | (D) | (D) | (D) | (D) |
| 5136 | 5136 | Men's and boys' clothing and furnishings | 4 | 1 | (D) | (D) | (D) | (D) | (D) | (D) | (D) | (D) |
| 5137 | 5137 | Women's, children's, and infants' clothing and accessories | 5 | - | (D) | - | (X) | (D) | - | (X) | (D) | - |
| 5139 | 5139 | Footwear | - | 2 | - | (D) | (D) | - | (D) | (D) | (D) | (D) |
| 514 | | Groceries and related products | 85 | 73 | 934 988 | 595 447 | 57.0 | 23 089 | 16 730 | 38.0 | 1 097 | 945 |
| 5141 | 5141 | Groceries, general line | 7 | 6 | 15 108 | 9 105 | 65.9 | 1 267 | 1 012 | 25.2 | 74 | 59 |
| 5142 | 5142 | Packaged frozen foods | 3 | 6 | (D) | (D) | (D) | (D) | (D) | (D) | (D) | (D) |
| 5143 | 5143 | Dairy products, except dried or canned | 5 | 5 | (D) | 10 320 | (D) | (D) | 484 | (D) | 36 | (D) |
| 5144 | 5144 | Poultry and poultry products | 4 | 3 | (D) | 1 901 | (D) | (D) | 99 | (D) | 3 | (D) |
| 5145 | 5145 | Confectionery | 4 | 2 | 6 799 | (D) | (D) | 513 | (D) | (D) | 27 | (D) |
| 5146 | 5146 | Fish and seafoods | 3 | 6 | (D) | (D) | (D) | (D) | (D) | (D) | (D) | (D) |
| 5147 | 5147 | Meats and meat products | 12 | 10 | 46 909 | 35 295 | 32.9 | 1 729 | 1 815 | -4.7 | 105 | 113 |
| 5148 | 5148 | Fresh fruits and vegetables | 14 | 11 | 21 004 | 14 670 | 43.2 | 1 040 | 743 | 40.0 | 58 | 50 |
| 5149 | 5149 | Groceries and related products, n.e.c. | 33 | 24 | 597 407 | (D) | (D) | 11 208 | (D) | (D) | 521 | (D) |
| 515 | | Farm-product raw materials | 22 | 23 | (D) | 132 082 | (D) | (D) | 3 155 | (D) | (D) | 197 |
| 5152 | 5159 pt. | Cotton | - | - | - | - | - | - | - | - | - | - |
| 5153 | 5153 | Grain and field beans | 17 | 17 | (D) | 86 255 | (D) | (D) | 2 225 | (D) | (D) | 115 |
| 5154 | 5154 | Livestock | 2 | 3 | (D) | (D) | (D) | (D) | (D) | (D) | (D) | (D) |
| 5159 | 5159 pt. | Farm-product raw materials, n.e.c. | 3 | 3 | 1 543 | (D) | (D) | 93 | (D) | (D) | 7 | (D) |
| 516 | | Chemicals and allied products | 43 | 39 | (D) | 3 870 688 | (D) | (D) | 115 939 | (D) | (D) | 3 034 |
| 5161 | | Chemicals and allied products | 43 | 39 | (D) | 3 870 688 | (D) | (D) | 115 939 | (D) | (D) | 3 034 |
| 5162 | 5162 | Plastics materials and basic forms and shapes | 13 | 5 | (D) | (D) | (D) | (D) | (D) | (D) | (D) | (D) |
| 5169 | 5169 | Chemicals and allied products, n.e.c. | 30 | 34 | (D) | (D) | (D) | (D) | (D) | (D) | (D) | (D) |
| 517 | | Petroleum and petroleum products | 33 | 39 | 208 918 | 886 849 | -76.5 | 9 068 | 8 249 | 9.9 | 531 | 579 |
| 5171 | 5171 | Petroleum bulk stations and terminals | 23 | 26 | 98 928 | (D) | (D) | 5 451 | (D) | (D) | 376 | (D) |
| 5172 | 5172 | Petroleum and petroleum products wholesalers, except bulk stations and terminals | 10 | 13 | 109 990 | (D) | (D) | 3 617 | (D) | (D) | 155 | (D) |
| 518 | | Beer, wine, and distilled alcoholic beverages | 6 | 11 | (D) | 109 868 | (D) | (D) | 10 445 | (D) | (D) | 388 |
| 5181 | 5181 | Beer and ale | 2 | 6 | (D) | 62 011 | (D) | (D) | 6 646 | (D) | (D) | 248 |
| 5182 | 5182 | Wine and distilled alcoholic beverages | 4 | 5 | (D) | 47 857 | (D) | (D) | 3 799 | (D) | (D) | 140 |
| 519 | | Miscellaneous nondurable goods | 102 | 82 | 155 356 | 179 270 | -13.3 | 11 589 | 9 545 | 21.4 | 652 | 692 |
| 5191 | 5191 | Farm supplies | 50 | 42 | 51 216 | 84 079 | -39.1 | 3 889 | 3 860 | .8 | 244 | 316 |
| 5194 | 5194 | Tobacco and tobacco products | 6 | 4 | 48 643 | 59 112 | -17.7 | 2 367 | 1 423 | 66.3 | 97 | 70 |
| 5198 | 5198 | Paints, varnishes and supplies | 13 | 9 | 22 546 | (D) | (D) | 1 709 | (D) | (D) | 67 | (D) |
| 5199 | | Nondurable goods, n.e.c. | 33 | 27 | 32 951 | (D) | (D) | 3 624 | (D) | (D) | 244 | (D) |
| 5099 | 5099 pt. | Durable goods, n.e.c. | 5 | (NA) | 2 409 | (NA) | (NA) | 157 | (NA) | (NA) | 15 | (NA) |
| 5192 | 5192 | Books, periodicals, and newspapers | 4 | 5 | (D) | (D) | (D) | (D) | (D) | (D) | (D) | (D) |
| 5193 | 5193 | Flowers, nursery stock, and florists' supplies | 7 | 3 | (D) | (D) | (D) | (D) | (D) | (D) | (D) | (D) |
| 5199 | 5199 | Nondurable goods, n.e.c. | 17 | (NA) | 8 438 | (NA) | (NA) | 823 | (NA) | (NA) | 53 | (NA) |
| | | Merchant wholesalers | 836 | 702 | 2 461 840 | 2 145 236 | 14.8 | 186 026 | 137 784 | 35.0 | 8 476 | 7 907 |
| 50 | | Durable goods | 566 | 463 | 1 414 212 | 786 956 | 79.7 | 126 705 | 88 976 | 42.4 | 5 603 | 4 949 |
| 501 | | Motor vehicles and automotive parts and supplies | 114 | 91 | 257 657 | (D) | (D) | 22 014 | (D) | (D) | 1 151 | (D) |
| 5012 | 5012 | Automobiles and other motor vehicles | 19 | 13 | 74 807 | (D) | (D) | 5 611 | (D) | (D) | 253 | (D) |
| 5013 | 5013 | Automotive parts and supplies | 86 | 69 | 173 024 | (D) | (D) | 14 784 | (D) | (D) | 822 | (D) |
| 5015 pt. | | Motor vehicle supplies and new parts | 77 | 66 | (D) | (D) | (D) | (D) | (D) | (D) | 1 | (D) |
| 5015 pt. | | Motor vehicle parts, used | 9 | 3 | (D) | 131 | (D) | (D) | 37 | (D) | (D) | (D) |
| 5014 | 5014 | Tires and tubes | 9 | 9 | (D) | (D) | (D) | (D) | (D) | (D) | (D) | (D) |
| 502 | | Furniture and homefurnishings | 19 | 11 | 39 112 | 18 343 | 113.2 | 4 974 | 2 281 | 118.1 | 221 | 118 |
| 5021 | 5021 | Furniture | 6 | 5 | (D) | (D) | (D) | (D) | (D) | (D) | (D) | (D) |
| 5023 | 5023 | Homefurnishings | 13 | 6 | (D) | (D) | (D) | (D) | (D) | (D) | (D) | (D) |
| 503 | | Lumber and other construction materials | 35 | 40 | 182 681 | (D) | (D) | 11 950 | (D) | (D) | 525 | (D) |
| 5031 | 5031 | Lumber, plywood, millwork, and wood panels | 13 | 12 | (D) | (D) | (D) | (D) | (D) | (D) | (D) | (D) |
| 5039 | | Construction materials, n.e.c. | 22 | 28 | (D) | (D) | (D) | (D) | (D) | (D) | (D) | (D) |
| 5032 | 5032 | Brick, stone, and related construction materials | 10 | 15 | 11 779 | (D) | (D) | 1 047 | (D) | (D) | 67 | (D) |
| 5033 | 5033 | Roofing, siding, and insulation materials | 9 | 8 | 19 456 | 8 498 | 128.9 | 1 844 | 849 | 117.2 | 76 | 45 |
| 5039 | 5039 | Construction materials, n.e.c. | 3 | 5 | (D) | (D) | (D) | (D) | (D) | (D) | (D) | (D) |

Table 3. Comparative Statistics Based on 1972 Standard Industrial Classification for the State: 1987 and 1982—Con.

[For meaning of abbreviations and symbols, see introductory text. For explanation of terms and comparability of 1982 and 1987 censuses, including revised methodology for presenting establishment counts, see appendix A]

| 1972 SIC code | 1987 SIC code | Type of operation and kind of business | Establishments | | Sales | | | Annual payroll | | | Paid employees for pay period including March 12 | |
|---------------------|---------------------|---|------------------|------------------|-------------------|-------------------|--------------------------------------|-------------------|-------------------|--------------------------------------|--|------------------|
| | | | 1987 (number) | 1982 (number) | 1987 (\$1,000) | 1982 (\$1,000) | Percent change 1982 to 1987 | 1987 (\$1,000) | 1982 (\$1,000) | Percent change 1982 to 1987 | 1987 (number) | 1982 (number) |
| 50 | | Merchant wholesalers—Con. | | | | | | | | | | |
| 504 | | Durable goods—Con. | | | | | | | | | | |
| 5041 | 5091 | Sporting, recreational, photographic, and hobby goods, toys and supplies | 8 | 11 | 4 438 | (D) | (D) | 529 | (D) | (D) | 40 | (D) |
| 5042 | 5092 | Sporting and recreational goods and supplies | 7 | 9 | (D) | (D) | (D) | (D) | (D) | (D) | (D) | (D) |
| 5043 | 5043 | Toys and hobby goods and supplies | 1 | 1 | (D) | (D) | (D) | (D) | (D) | (D) | (D) | (D) |
| | | Photographic equipment and supplies | - | 1 | - | (D) | (D) | - | (D) | (D) | - | (D) |
| 505 | | Metals and minerals, except petroleum | 23 | 19 | 265 425 | 53 566 | 395.5 | 4 864 | 3 865 | 25.8 | 191 | 208 |
| 5051 | 5051 | Metals service centers and offices | 22 | 19 | (D) | 53 566 | (D) | (D) | 3 865 | (D) | (D) | 208 |
| 5052 | 5052 | Coal and other minerals and ores | 1 | - | (D) | - | (X) | (D) | - | (X) | (D) | - |
| 506 | | Electrical goods | 49 | 38 | 155 387 | 81 030 | 91.8 | 17 313 | 8 447 | 105.0 | 609 | 426 |
| 5063 | 5063 | Electrical apparatus and equipment, wiring supplies, and construction materials | 30 | 21 | 120 911 | (D) | (D) | 13 309 | (D) | (D) | 466 | (D) |
| | 5065 pt. | Electrical apparatus and equipment, wiring supplies, and construction materials | 28 | (NA) | (D) | (NA) | (NA) | (D) | (NA) | (NA) | (D) | (NA) |
| | 5084 pt. | Electronic parts and equipment, n.e.c. | - | (NA) | - | (NA) | (NA) | - | (NA) | (NA) | - | (NA) |
| | | Industrial machinery and equipment | 2 | (NA) | (D) | (NA) | (NA) | (D) | (NA) | (NA) | (D) | (NA) |
| 5064 | 5064 | Electrical appliances, television and radio sets | 7 | 6 | (D) | (D) | (D) | (D) | (D) | (D) | (D) | (D) |
| 5065 | 5065 pt. | Electronic parts and equipment, n.e.c. | 12 | 11 | 8 188 | (D) | (D) | 1 462 | (D) | (D) | 82 | (D) |
| 507 | | Hardware, and plumbing and heating equipment and supplies | 57 | 37 | (D) | (D) | (D) | (D) | (D) | (D) | (D) | (D) |
| 5072 | 5072 | Hardware | 12 | 7 | (D) | (D) | (D) | (D) | (D) | (D) | (D) | (D) |
| 5074 | 5074 | Plumbing and heating equipment and supplies (hydronics) | 27 | 20 | (D) | (D) | (D) | (D) | (D) | (D) | (D) | (D) |
| 5075 | 5075 | Warm air heating and air-conditioning equipment and supplies | 14 | 7 | (D) | (D) | (D) | (D) | (D) | (D) | (D) | (D) |
| 5078 | 5078 | Refrigeration equipment and supplies | 4 | 3 | 2 270 | 883 | 157.1 | 328 | 200 | 64.0 | 18 | 17 |
| 508 | | Machinery, equipment, and supplies | 222 | 175 | 380 347 | 329 075 | 15.6 | 48 384 | 42 407 | 14.1 | 2 131 | 2 237 |
| 5081 | 5044 | Commercial machines and equipment | 77 | 50 | 104 291 | (D) | (D) | 15 482 | (D) | (D) | 676 | (D) |
| | 5045 | Office equipment | 27 | (NA) | (D) | (NA) | (NA) | (D) | (NA) | (NA) | (D) | (NA) |
| | 5046 | Computers and computer peripheral equipment and software | 35 | (NA) | (D) | 22 735 | (NA) | (D) | (NA) | (NA) | (D) | (NA) |
| | 5046 | Commercial equipment, n.e.c. | 15 | 13 | (D) | (D) | (D) | (D) | 1 837 | (NA) | (D) | 106 |
| 5082 | 5082 | Construction and mining (except petroleum) machinery and equipment | 11 | 9 | (D) | (D) | (D) | (D) | (D) | (D) | (D) | (D) |
| 5083 | 5083 | Farm and garden machinery and equipment | 18 | 27 | 34 212 | 25 974 | 31.7 | 3 517 | 3 087 | 13.9 | 229 | 232 |
| 5084 | 5084 pt. | Industrial machinery and equipment | 44 | 24 | 72 376 | (D) | (D) | 9 577 | (D) | (D) | 383 | (D) |
| 5085 | 5085 | Industrial supplies | 21 | 20 | (D) | (D) | (D) | (D) | (D) | (D) | (D) | (D) |
| 5086 | | Professional equipment and supplies | 24 | 16 | 45 232 | (D) | (D) | 4 424 | (D) | (D) | 180 | (D) |
| | 5047 | Medical, dental, and hospital equipment and supplies | 13 | 8 | (D) | (D) | (D) | (D) | (D) | (D) | (D) | (D) |
| | 5048 | Ophthalmic goods | 2 | 3 | (D) | (D) | (D) | (D) | (D) | (D) | (D) | (D) |
| | 5049 | Professional equipment and supplies, n.e.c. | 9 | 5 | 8 182 | 3 369 | 142.9 | 1 814 | 746 | 143.2 | 68 | 30 |
| 5087 | 5087 | Service establishment equipment and supplies | 21 | 21 | 16 410 | (D) | (D) | 2 886 | (D) | (D) | 167 | (D) |
| 5088 | 5088 | Transportation equipment and supplies, except motor vehicles | 6 | 8 | 35 017 | (D) | (D) | 2 361 | (D) | (D) | 97 | (D) |
| 509 | | Miscellaneous durable goods | 39 | 41 | (D) | (D) | (D) | (D) | (D) | (D) | (D) | (D) |
| 5093 | 5093 | Scrap and waste materials | 19 | 16 | (D) | (D) | (D) | (D) | (D) | (D) | (D) | (D) |
| 5094 | 5094 | Jewelry, watches, precious stones, and precious metals | 3 | 3 | 1 862 | (D) | (D) | 157 | (D) | (D) | 6 | (D) |
| | 5099 pt. | Durable goods, n.e.c. | 17 | 22 | (D) | (D) | (D) | (D) | (D) | (D) | (D) | (D) |
| 51 | | Nondurable goods—Con. | 270 | 239 | 1 047 628 | 1 358 280 | -22.9 | 59 321 | 48 808 | 21.5 | 2 873 | 2 958 |
| 511 | | Paper and paper products | 25 | 17 | (D) | (D) | (D) | (D) | (D) | (D) | (D) | (D) |
| 5111 | 5111 | Printing and writing paper | 2 | 1 | (D) | (D) | (D) | (D) | (D) | (D) | (D) | (D) |
| 5112 | 5112 | Stationery and office supplies | 15 | 11 | (D) | (D) | (D) | (D) | (D) | (D) | (D) | (D) |
| 5113 | 5113 | Industrial and personal service paper | 8 | 5 | (D) | (D) | (D) | (D) | (D) | (D) | (D) | (D) |
| 512 | | Drugs, drug proprietaries, and druggists' sundries | 5 | 8 | (D) | (D) | (D) | (D) | (D) | (D) | (D) | (D) |
| 5122 | 5122 | Drugs, drug proprietaries, and druggists' sundries | 5 | 8 | (D) | (D) | (D) | (D) | (D) | (D) | (D) | (D) |
| 513 | | Apparel, piece goods, and notions | 16 | 7 | (D) | (D) | (D) | (D) | (D) | (D) | (D) | (D) |
| 5133 | 5131 pt. | Piece goods | 5 | 3 | (D) | (D) | (D) | (D) | (D) | (D) | (D) | (D) |
| 5134 | 5131 pt. | Notions and other dry goods | 5 | 1 | (D) | (D) | (D) | (D) | (D) | (D) | (D) | (D) |
| 5136 | 5136 | Men's and boys' clothing and furnishings | 3 | 1 | (D) | (D) | (D) | (D) | (D) | (D) | (D) | (D) |
| 5137 | 5137 | Women's, children's, and infants' clothing and accessories | 3 | - | (D) | - | (X) | (D) | - | (X) | (D) | - |
| 5139 | 5139 | Footwear | - | 2 | - | (D) | (D) | - | (D) | (D) | - | (D) |
| 514 | | Groceries and related products | 67 | 60 | 364 960 | 213 094 | 71.3 | 13 774 | 8 870 | 55.3 | 715 | 608 |
| 5141 | 5141 | Groceries, general line | 5 | 5 | (D) | (D) | (D) | (D) | (D) | (D) | (D) | (D) |
| 5142 | 5142 | Packaged frozen foods | 3 | 5 | (D) | (D) | (D) | (D) | (D) | (D) | (D) | (D) |
| 5143 | 5143 | Dairy products, except dried or canned | 4 | 4 | (D) | (D) | (D) | (D) | (D) | (D) | (D) | (D) |
| 5144 | 5144 | Poultry and poultry products | 4 | 3 | (D) | (D) | (D) | (D) | 99 | (D) | (D) | 3 |
| 5145 | 5145 | Confectionery | 3 | 2 | (D) | (D) | (D) | (D) | (D) | (D) | (D) | (D) |

Table 3. Comparative Statistics Based on 1972 Standard Industrial Classification for the State: 1987 and 1982—Con.

[For meaning of abbreviations and symbols, see introductory text. For explanation of terms and comparability of 1982 and 1987 censuses, including revised methodology for presenting establishment counts, see appendix A]

| 1972 SIC code | 1987 SIC code | Type of operation and kind of business | Establishments | | Sales | | Annual payroll | | Paid employees for pay period including March 12 | |
|----------------------------------|---------------------|---|------------------|------------------|-------------------|-------------------|--------------------------------------|-------------------|--|--------------------------------------|
| | | | 1987 (number) | 1982 (number) | 1987 (\$1,000) | 1982 (\$1,000) | Percent change 1982 to 1987 | 1987 (\$1,000) | 1982 (\$1,000) | Percent change 1982 to 1987 |
| Merchant wholesalers—Con. | | | | | | | | | | |
| 51 | | Nondurable goods—Con. | | | | | | | | |
| 514 | | Groceries and related products—Con. | | | | | | | | |
| 5146 | 5146 | Fish and seafoods | 3 | 6 | (D) | (D) | (D) | (D) | (D) | (D) |
| 5147 | 5147 | Meats and meat products | 11 | 9 | (D) | (D) | (D) | (D) | (D) | (D) |
| 5148 | 5148 | Fresh fruits and vegetables | 11 | 9 | (D) | (D) | (D) | (D) | (D) | (D) |
| 5149 | 5149 | Groceries and related products, n.e.c. | 23 | 17 | (D) | 71 652 | (D) | 2 186 | (D) | 170 |
| 515 | | Farm-product raw materials | 21 | 22 | (D) | (D) | (D) | (D) | (D) | (D) |
| 5152 | 5159 pt. | Cotton | — | — | — | — | — | — | — | — |
| 5153 | 5153 | Grain and field beans | 17 | 17 | (D) | 86 255 | (D) | 2 225 | (D) | 115 |
| 5154 | 5154 | Livestock | 1 | 2 | (D) | (D) | (D) | (D) | (D) | (D) |
| 5159 | 5159 pt. | Farm-product raw materials, n.e.c. | 3 | 3 | (D) | (D) | (D) | (D) | (D) | (D) |
| 516 | | Chemicals and allied products | 28 | 20 | 61 185 | (D) | (D) | 4 678 | (D) | 168 |
| 5161 | | Chemicals and allied products | 28 | 20 | 61 185 | (D) | (D) | 4 678 | (D) | 168 |
| | 5162 | Plastics materials and basic forms and shapes | 9 | 2 | (D) | (D) | (D) | (D) | (D) | (D) |
| | 5169 | Chemicals and allied products, n.e.c. | 19 | 18 | (D) | 53 943 | (D) | 4 161 | (D) | 165 |
| 517 | | Petroleum and petroleum products | 28 | 31 | 110 997 | (D) | (D) | 6 928 | (D) | 361 |
| 5171 | 5171 | Petroleum bulk stations and terminals | 20 | 21 | (D) | (D) | (D) | (D) | (D) | (D) |
| 5172 | 5172 | Petroleum and petroleum products wholesalers, except bulk stations and terminals | 8 | 10 | (D) | (D) | (D) | (D) | (D) | (D) |
| 518 | | Beer, wine, and distilled alcoholic beverages | 5 | 10 | (D) | (D) | (D) | (D) | (D) | (D) |
| 5181 | 5181 | Beer and ale | 2 | 6 | (D) | 62 011 | (D) | 6 646 | (D) | 248 |
| 5182 | 5182 | Wine and distilled alcoholic beverages | 3 | 4 | (D) | (D) | (D) | (D) | (D) | (D) |
| 519 | | Miscellaneous nondurable goods | 75 | 64 | 125 884 | (D) | (D) | 9 671 | (D) | 566 |
| 5191 | 5191 | Farm supplies | 35 | 35 | 42 257 | (D) | (D) | 3 140 | (D) | 207 |
| 5194 | 5194 | Tobacco and tobacco products | 6 | 3 | 48 643 | (D) | (D) | 2 367 | (D) | 97 |
| 5198 | 5198 | Paints, varnishes and supplies | 6 | 6 | (D) | (D) | (D) | (D) | (D) | (D) |
| 5199 | | Nondurable goods, n.e.c. | 28 | 20 | (D) | (D) | (D) | (D) | (D) | (D) |
| 5099 pt. | 5099 pt. | Durable goods, n.e.c. | 3 | (NA) | 1 665 | (NA) | (NA) | 140 | (NA) | (NA) |
| 5192 | 5192 | Books, periodicals, and newspapers | 3 | 3 | (D) | (D) | (D) | (D) | (D) | (D) |
| 5193 | 5193 | Flowers, nursery stock, and florists' supplies | 7 | 3 | (D) | (D) | (D) | (D) | (D) | (D) |
| 5199 | 5199 | Nondurable goods, n.e.c. | 15 | (NA) | (D) | (NA) | (D) | (NA) | (NA) | (NA) |
| | | Manufacturers' sales branches and sales offices | 85 | 93 | 5 236 223 | 5 071 814 | 3.2 | 259 818 | 173 622 | 49.6 |
| 50 | | Durable goods | 28 | 39 | (D) | 272 370 | (D) | (D) | 18 070 | (D) |
| 501 | 501 pt. | Motor vehicles and automotive parts and supplies | 2 | 1 | (D) | (D) | (D) | (D) | (D) | (D) |
| 502 | 502 | Furniture and homefurnishings | 1 | 3 | (D) | (D) | (D) | (D) | (D) | (D) |
| 503 | 503 | Lumber and other construction materials | 1 | 1 | (D) | (D) | (D) | (D) | (D) | (D) |
| 504 | | Sporting, recreational, photographic, and hobby goods, toys and supplies | — | 1 | — | (D) | (D) | — | (D) | (D) |
| 504 pt. | 504 pt. | Professional and commercial equipment and supplies | — | — | — | — | — | — | — | — |
| 509 pt. | 509 pt. | Miscellaneous durable goods | — | 1 | — | 850 | -100.0 | — | 20 | -100.0 |
| 505 | 505 | Metals and minerals, except petroleum | 4 | 8 | (D) | (D) | (D) | (D) | (D) | (D) |
| 506 | 506 | Electrical goods | 5 | 2 | (D) | (D) | (D) | (D) | (D) | (D) |
| 508 pt. | 508 pt. | Electrical goods | 5 | (NA) | (D) | (NA) | (D) | (NA) | (NA) | (NA) |
| | 508 pt. | Machinery, equipment, and supplies | — | (NA) | — | (NA) | (D) | (NA) | (NA) | (NA) |
| 507 | 507 | Hardware, and plumbing and heating equipment and supplies | 1 | 1 | (D) | (D) | (D) | (D) | (D) | (D) |
| 508 | | Machinery, equipment, and supplies | 14 | 21 | 187 358 | 167 218 | 12.0 | 22 254 | 16 104 | 38.2 |
| 504 pt. | 504 pt. | Professional and commercial equipment and supplies | 7 | 9 | 167 017 | 135 718 | 23.1 | 21 086 | 14 170 | 48.8 |
| 508 pt. | 508 pt. | Machinery, equipment, and supplies | 7 | 12 | 20 341 | 31 500 | -35.4 | 1 168 | 1 934 | -39.6 |
| 509 | 509 pt. | Miscellaneous durable goods | — | 1 | — | (D) | (D) | — | (D) | (D) |
| 51 | | Nondurable goods | 57 | 54 | (D) | 4 799 444 | (D) | (D) | 155 552 | (D) |
| 511 | 511 | Paper and paper products | 4 | 5 | (D) | (D) | (D) | (D) | (D) | (D) |
| 512 | 512 | Drugs, drug proprietaries, and druggists' sundries | 4 | 3 | (D) | (D) | (D) | (D) | (D) | (D) |
| 513 | 513 | Apparel, piece goods, and notions | 2 | 1 | (D) | (D) | (D) | (D) | (D) | (D) |
| 514 | 514 | Groceries and related products | 10 | 9 | (D) | (D) | (D) | (D) | (D) | (D) |
| 515 | 515 | Farm-product raw materials | — | — | — | — | — | — | — | — |

Table 3. Comparative Statistics Based on 1972 Standard Industrial Classification for the State: 1987 and 1982—Con.

[For meaning of abbreviations and symbols, see introductory text. For explanation of terms and comparability of 1982 and 1987 censuses, including revised methodology for presenting establishment counts, see appendix A.]

| 1972 SIC code | 1987 SIC code | Type of operation and kind of business | Establishments | | Sales | | | Annual payroll | | | Paid employees for pay period including March 12 | |
|---------------------|---------------------|--|------------------|------------------|-------------------|-------------------|--------------------------------------|-------------------|-------------------|--------------------------------------|--|------------------|
| | | | 1987 (number) | 1982 (number) | 1987 (\$1,000) | 1982 (\$1,000) | Percent change 1982 to 1987 | 1987 (\$1,000) | 1982 (\$1,000) | Percent change 1982 to 1987 | 1987 (number) | 1982 (number) |
| | | Manufacturers' sales branches and sales offices—Con. | | | | | | | | | | |
| 51 | | Nondurable goods—Con. | | | | | | | | | | |
| 516 | 516 | Chemicals and allied products | 11 | 18 | (D) | 3 810 883 | (D) | (D) | 110 914 | (D) | (D) | 2 809 |
| 517 | 517 | Petroleum and petroleum products | 3 | 6 | (D) | (D) | (D) | (D) | (D) | (D) | (D) | (D) |
| 518 | 518 | Beer, wine, and distilled alcoholic beverages | 1 | 1 | (D) | (D) | (D) | (D) | (D) | (D) | (D) | (D) |
| 519 | 509 pt. 519 | Miscellaneous nondurable goods | 22 | 11 | (D) | 72 461 | (D) | (D) | 1 119 | (D) | (D) | 63 |
| | | Miscellaneous durable goods | - | (NA) | - | (NA) | (NA) | (NA) | (NA) | (NA) | (NA) | (NA) |
| | | Miscellaneous nondurable goods | 22 | (NA) | (D) | (NA) | (NA) | (D) | (NA) | (NA) | (D) | (NA) |
| | | Agents, brokers, and commission merchants | 64 | 63 | 195 489 | 90 373 | 116.3 | 5 635 | 2 669 | 111.1 | 332 | 196 |
| 50 | | Durable goods | 39 | 46 | (D) | 77 474 | (D) | (D) | 2 130 | (D) | (D) | 132 |
| 501 | 501 pt. | Motor vehicles and automotive parts and supplies | 3 | 1 | (D) | (D) | (D) | (D) | (D) | (D) | (D) | (D) |
| 502 | 502 | Furniture and homefurnishings | 3 | 3 | (D) | (D) | (D) | (D) | (D) | (D) | (D) | (D) |
| 503 | 503 | Lumber and other construction materials | 3 | 2 | (D) | (D) | (D) | (D) | (D) | (D) | (D) | (D) |
| 504 | | Sporting, recreational, photographic, and hobby goods, toys and supplies | 1 | - | (D) | - | (X) | (D) | - | (X) | (D) | - |
| | 504 pt. | Professional and commercial equipment and supplies | - | - | - | - | - | - | - | - | - | - |
| | 509 pt. | Miscellaneous durable goods | 1 | - | (D) | - | (X) | (D) | - | (X) | (D) | - |
| 505 | 505 | Metals and minerals, except petroleum | 2 | 1 | (D) | (D) | (D) | (D) | (D) | (D) | (D) | (D) |
| 506 | 506 | Electrical goods | 6 | 8 | 31 629 | (D) | (D) | 886 | (D) | (D) | 31 | (D) |
| | 508 pt. | Electrical goods | 5 | (NA) | (D) | (NA) | (NA) | (D) | (NA) | (NA) | (D) | (NA) |
| | | Machinery, equipment, and supplies | 1 | (NA) | (D) | (NA) | (NA) | (D) | (NA) | (NA) | (D) | (NA) |
| 507 | 507 | Hardware, and plumbing and heating equipment and supplies | 4 | 3 | 22 466 | (D) | (D) | 613 | (D) | (D) | 12 | (D) |
| 508 | 504 pt. | Machinery, equipment, and supplies | 12 | 17 | (D) | 39 526 | (D) | (D) | 1 213 | (D) | (D) | 63 |
| | 508 pt. | Professional and commercial equipment and supplies | 8 | 9 | 19 815 | (D) | (D) | 1 045 | (D) | (D) | 37 | (D) |
| | | Machinery, equipment, and supplies | 4 | 8 | 3 573 | (D) | (D) | 483 | (D) | (D) | 25 | (D) |
| 509 | 509 pt. | Miscellaneous durable goods | 5 | 11 | (D) | (D) | (D) | (D) | (D) | (D) | (D) | (D) |
| 51 | | Nondurable goods | 25 | 17 | (D) | 12 899 | (D) | (D) | 539 | (D) | (D) | 64 |
| 511 | 511 | Paper and paper products | 1 | 1 | (D) | (D) | (D) | (D) | (D) | (D) | (D) | (D) |
| 512 | 512 | Drugs, drug proprietaries, and druggists' sundries | 1 | - | (D) | - | (X) | (D) | - | (X) | (D) | - |
| 513 | 513 | Apparel, piece goods, and notions | 3 | 1 | (D) | (D) | (D) | (D) | (D) | (D) | (D) | (D) |
| 514 | 514 | Groceries and related products | 8 | 4 | (D) | (D) | (D) | (D) | (D) | (D) | (D) | (D) |
| 515 | 515 | Farm-product raw materials | 1 | 1 | (D) | (D) | (D) | (D) | (D) | (D) | (D) | (D) |
| 516 | 516 | Chemicals and allied products | 4 | 1 | (D) | (D) | (D) | (D) | (D) | (D) | (D) | (D) |
| 517 | 517 | Petroleum and petroleum products | 2 | 2 | (D) | (D) | (D) | (D) | (D) | (D) | (D) | (D) |
| 518 | 518 | Beer, wine, and distilled alcoholic beverages | - | - | - | - | - | - | - | - | - | - |
| 519 | 509 pt. 519 | Miscellaneous nondurable goods | 5 | 7 | (D) | (D) | (D) | (D) | (D) | (D) | (D) | (D) |
| | | Miscellaneous durable goods | 2 | (NA) | (D) | (NA) | (NA) | (D) | (D) | (D) | (D) | (NA) |
| | | Miscellaneous nondurable goods | 3 | (NA) | 1 479 | (NA) | (NA) | 121 | (NA) | (NA) | (D) | 9 |

Table 4. Summary Statistics Based on 1972 Standard Industrial Classification for Industries Having a Classification Change Between 1972 and 1987 for the State: 1987

[For meaning of abbreviations and symbols, see introductory text. For explanation of terms and comparability of 1982 and 1987 censuses, including revised methodology for presenting establishment counts, see appendix A. For explanation of changes in kind-of-business classifications between 1982 and 1987, also see appendix A.]

| 1972 SIC code | 1987 SIC code | Type of operation and kind of business | Establishments (number) | Sales (\$1,000) | Annual payroll (\$1,000) | First quarter payroll (\$1,000) | Paid employees for pay period including March 12 (number) | Operating expenses (\$1,000) | End-of-1986 inventories (\$1,000) | End-of-1987 inventories (\$1,000) |
|---------------|---------------|--|-------------------------|-----------------|--------------------------|---------------------------------|---|------------------------------|-----------------------------------|-----------------------------------|
| | | Wholesale trade ----- | 985 | 7 893 552 | 451 479 | 109 315 | 15 452 | 1 000 983 | 320 727 | 331 939 |
| 5013 | 5013 | Automotive parts and supplies ----- | 90 | (D) | (D) | (D) | (D) | (D) | (D) | (D) |
| 5013 pt. | 5015 pt. | Motor vehicle parts and supplies ----- | 81 | 182 426 | 14 089 | 3 427 | 785 | 26 838 | 25 241 | 25 211 |
| | 9 | Motor vehicle parts, used ----- | (D) | (D) | (D) | (D) | (D) | (D) | (D) | (D) |
| 5039 | 5032 | Construction materials, n.e.c. ----- | 23 | 41 161 | 4 266 | 980 | 205 | 9 297 | 4 118 | 4 287 |
| | 5033 | Brick, stone, and related construction materials ----- | 10 | 11 779 | 1 047 | 258 | 67 | 2 411 | 805 | 970 |
| | 5039 | Roofing, siding, and insulation materials ----- | 9 | 19 456 | 1 844 | 438 | 76 | 3 684 | 2 205 | 2 538 |
| | 4 | Construction materials, n.e.c. ----- | 9 | 9 926 | 1 375 | 284 | 62 | 3 202 | 1 108 | 779 |
| 5041 | 5091 | Sporting and recreational goods and supplies ----- | 7 | (D) | (D) | (D) | (D) | (D) | (D) | (D) |
| 5042 | 5092 | Toys and hobby goods and supplies ----- | 2 | (D) | (D) | (D) | (D) | (D) | (D) | (D) |
| 5063 | | Electrical apparatus and equipment, wiring supplies, and construction equipment ----- | 37 | 189 002 | 16 185 | 4 068 | 584 | 27 983 | 15 708 | 20 367 |
| | 5063 | Electrical apparatus and equipment, wiring supplies, and construction equipment ----- | 34 | 184 820 | 15 880 | 3 991 | 574 | 27 474 | 15 528 | 20 175 |
| 5065 pt. | 5084 pt. | Electrical parts and equipment, n.e.c. ----- | 3 | 4 182 | 305 | 77 | 10 | 509 | 180 | 192 |
| 5065 pt. | | Industrial machinery and equipment ----- | | | | | | | | |
| 5081 | 5065 pt. | Electronic parts and equipment, n.e.c. ----- | 16 | (D) | (D) | (D) | (D) | (D) | (D) | (D) |
| 5081 | 5044 | Commercial machines and equipment ----- | 85 | (D) | (D) | (D) | (D) | (D) | (D) | (D) |
| | 5045 | Office equipment ----- | 31 | 67 463 | 13 448 | 3 157 | 521 | 22 545 | 10 130 | 6 437 |
| | 5046 | Computers and computer peripheral equipment and software ----- | 39 | 189 781 | 20 864 | 4 962 | 626 | 43 071 | 5 254 | 6 920 |
| | 15 | Commercial equipment, n.e.c. ----- | (D) | (D) | (D) | (D) | (D) | (D) | (D) | (D) |
| 5084 | 5084 pt. | Industrial machinery and equipment ----- | 51 | 82 720 | 10 456 | 2 510 | 416 | 20 529 | 8 715 | 8 745 |
| 5086 | | Professional equipment and supplies ----- | 31 | (D) | (D) | (D) | (D) | (D) | (D) | (D) |
| | 5047 | Medical, dental, and hospital equipment and supplies ----- | 14 | 38 754 | 2 598 | 588 | 105 | 5 202 | 1 885 | 1 559 |
| | 5048 | Ophthalmic goods ----- | 2 | (D) | (D) | (D) | (D) | (D) | (D) | (D) |
| | 5049 | Professional equipment and supplies, n.e.c. ----- | 15 | 23 874 | 2 528 | 538 | 89 | 4 273 | 536 | 692 |
| 5099 | 5099 pt. | Durable goods, n.e.c. ----- | 20 | 33 897 | 1 294 | 324 | 86 | 2 895 | 549 | 591 |
| 5133 | 5131 pt. | Piece goods ----- | 7 | 8 958 | 812 | 190 | 38 | 1 977 | 2 754 | 2 808 |
| 5134 | 5131 pt. | Notions and other dry goods ----- | 5 | (D) | (D) | (D) | (D) | (D) | (D) | (D) |
| 5152 | 5159 pt. | Cotton ----- | - | - | - | - | - | - | - | - |
| 5159 pt. | | Farm-product raw materials, n.e.c. ----- | 3 | 1 543 | 93 | 19 | 7 | 171 | 239 | 215 |
| 5161 | | Chemicals and allied products ----- | 43 | (D) | (D) | (D) | (D) | (D) | (D) | (D) |
| | 5162 | Plastics materials and basic forms and shapes ----- | 13 | (D) | (D) | (D) | (D) | (D) | (D) | (D) |
| | 5169 | Chemicals and allied products, n.e.c. ----- | 30 | (D) | (D) | (D) | (D) | (D) | (D) | (D) |
| 5199 | 5099 pt. | Nondurable goods, n.e.c. ----- | 33 | 32 951 | 3 624 | 889 | 244 | 7 990 | 2 638 | 2 651 |
| | 5192 | Durable goods, n.e.c. ----- | 5 | 2 409 | 157 | 33 | 15 | 564 | 101 | 142 |
| | 5193 | Books, periodicals, and newspapers ----- | 4 | (D) | (D) | (D) | (D) | (D) | (D) | (D) |
| | 5199 | Flowers, nursery stock, and florists' supplies ----- | 7 | (D) | (D) | (D) | (D) | (D) | (D) | (D) |
| | | Nondurable goods, n.e.c. ----- | 17 | 8 438 | 823 | 209 | 53 | 1 930 | 217 | 247 |
| | | Merchant Wholesalers ----- | 836 | 2 461 840 | 186 026 | 43 126 | 8 476 | 375 453 | 221 418 | 247 421 |
| 5013 | 5013 | Automotive parts and supplies ----- | 86 | 173 024 | 14 784 | 3 448 | 822 | 28 484 | 25 905 | 25 870 |
| 5013 pt. | 5015 pt. | Motor vehicle parts and supplies ----- | 77 | (D) | (D) | (D) | (D) | (D) | (D) | (D) |
| | 9 | Motor vehicle parts, used ----- | (D) | (D) | (D) | (D) | (D) | (D) | (D) | (D) |
| 5039 | 5032 | Construction materials, n.e.c. ----- | 22 | (D) | (D) | (D) | (D) | (D) | (D) | (D) |
| | 5033 | Brick, stone, and related construction materials ----- | 10 | 11 779 | 1 047 | 258 | 67 | 2 411 | 805 | 970 |
| | 5039 | Roofing, siding, and insulation materials ----- | 9 | 19 456 | 1 844 | 438 | 76 | 3 684 | 2 205 | 2 538 |
| 5041 | 5091 | Sporting and recreational goods and supplies ----- | 7 | (D) | (D) | (D) | (D) | (D) | (D) | (D) |
| 5042 | 5092 | Toys and hobby goods and supplies ----- | 1 | (D) | (D) | (D) | (D) | (D) | (D) | (D) |
| 5063 | | Electrical apparatus and equipment, wiring supplies, and construction equipment ----- | 30 | 120 911 | 13 309 | 3 264 | 466 | 22 199 | 13 495 | 17 842 |
| | 5063 | Electrical apparatus and equipment, wiring supplies, and construction equipment ----- | 28 | (D) | (D) | (D) | (D) | (D) | (D) | (D) |
| 5065 pt. | 5084 pt. | Electrical parts and equipment, n.e.c. ----- | 2 | (D) | (D) | (D) | (D) | (D) | (D) | (D) |
| 5065 pt. | | Industrial machinery and equipment ----- | | | | | | | | |
| 5065 pt. | 5065 pt. | Electronic parts and equipment, n.e.c. ----- | 12 | 8 188 | 1 462 | 347 | 82 | 2 768 | 929 | 1 125 |
| 5081 | 5044 | Commercial machines and equipment ----- | 77 | 104 291 | 15 482 | 3 318 | 676 | 32 678 | 7 154 | 9 788 |
| | 5045 | Office equipment ----- | 27 | (D) | (D) | (D) | (D) | (D) | (D) | (D) |
| | 5046 | Computers and computer peripheral equipment and software ----- | 35 | (D) | (D) | (D) | (D) | (D) | (D) | (D) |
| | 15 | Commercial equipment, n.e.c. ----- | (D) | (D) | (D) | (D) | (D) | (D) | (D) | (D) |
| 5084 | 5084 pt. | Industrial machinery and equipment ----- | 44 | 72 376 | 9 577 | 2 248 | 383 | 18 994 | 8 403 | 8 441 |
| 5086 | | Professional equipment and supplies ----- | 24 | 45 232 | 4 424 | 951 | 180 | 8 169 | 2 455 | 2 289 |
| | 5047 | Medical, dental, and hospital equipment and supplies ----- | 13 | (D) | (D) | (D) | (D) | (D) | (D) | (D) |
| | 5048 | Ophthalmic goods ----- | 2 | (D) | (D) | (D) | (D) | (D) | (D) | (D) |
| | 5049 | Professional equipment and supplies, n.e.c. ----- | 9 | 8 182 | 1 814 | 350 | 68 | 2 994 | 518 | 681 |
| 5099 | 5099 pt. | Durable goods, n.e.c. ----- | 17 | (D) | (D) | (D) | (D) | (D) | (D) | (D) |
| 5133 | 5131 pt. | Piece goods ----- | 5 | (D) | (D) | (D) | (D) | (D) | (D) | (D) |
| 5134 | 5131 pt. | Notions and other dry goods ----- | 5 | (D) | (D) | (D) | (D) | (D) | (D) | (D) |
| 5152 | 5159 pt. | Cotton ----- | - | - | - | - | - | - | - | - |
| 5159 pt. | | Farm-product raw materials, n.e.c. ----- | 3 | (D) | (D) | (D) | (D) | (D) | (D) | (D) |
| 5161 | | Chemicals and allied products ----- | 28 | 61 185 | 4 678 | 1 108 | 168 | 10 951 | 3 618 | 3 642 |
| | 5162 | Plastics materials and basic forms and shapes ----- | 9 | (D) | (D) | (D) | (D) | (D) | (D) | (D) |
| | 5169 | Chemicals and allied products, n.e.c. ----- | 19 | (D) | (D) | (D) | (D) | (D) | (D) | (D) |

Table 4. Summary Statistics Based on 1972 Standard Industrial Classification for Industries Having a Classification Change Between 1972 and 1987 for the State: 1987—Con.

[For meaning of abbreviations and symbols, see introductory text. For explanation of terms and comparability of 1982 and 1987 censuses, including revised methodology for presenting establishment counts, see appendix A. For explanation of changes in kind-of-business classifications between 1982 and 1987, also see appendix A.]

| 1972 SIC code | 1987 SIC code | Type of operation and kind of business | Establishments (number) | Sales (\$1,000) | Annual payroll (\$1,000) | First quarter payroll (\$1,000) | Paid employees for pay period including March 12 (number) | Operating expenses (\$1,000) | End-of-1986 inventories (\$1,000) | End-of-1987 inventories (\$1,000) |
|----------------------------------|---------------|---|-------------------------|-----------------|--------------------------|---------------------------------|---|------------------------------|-----------------------------------|-----------------------------------|
| Merchant Wholesalers—Con. | | | | | | | | | | |
| 5199 | 5099 pt. | Nondurable goods, n.e.c. | 28 | (D) | (D) | (D) | (D) | (D) | (D) | (D) |
| | | Durable goods, n.e.c. | 3 | 1 665 | 140 | 29 | 10 | 398 | 101 | 142 |
| 5192 | | Books, periodicals, and newspapers | 3 | (D) | (D) | (D) | (D) | (D) | (D) | (D) |
| 5193 | | Flowers, nursery stock, and florists' supplies | 7 | (D) | (D) | (D) | (D) | (D) | (D) | (D) |
| 5199 | | Nondurable goods, n.e.c. | 15 | (D) | (D) | (D) | (D) | (D) | (D) | (D) |
| | | Manufacturers' sales branches and offices | 85 | 5 236 223 | 259 818 | 64 779 | 6 644 | 614 464 | 98 591 | 83 817 |
| 501 | 501 pt. | Motor vehicles and automotive parts and supplies | 2 | (D) | (D) | (D) | (D) | (D) | (D) | (D) |
| 504 | | Sporting, recreational, photographic and hobby goods, toys and supplies | - | - | - | - | - | - | - | - |
| | 504 pt. | Professional and commercial equipment and supplies | - | - | - | - | - | - | - | - |
| | 509 pt. | Miscellaneous durable goods | - | - | - | - | - | - | - | - |
| 506 | 506 | Electrical goods | 5 | (D) | (D) | (D) | (D) | (D) | (D) | (D) |
| | 508 pt. | Electrical goods | 5 | (D) | (D) | (D) | (D) | (D) | (D) | (D) |
| | | Machinery, equipment, and supplies | - | - | - | - | - | - | - | - |
| 508 | 504 pt. | Machinery, equipment, and supplies | 14 | 187 358 | 22 254 | 5 507 | 607 | 39 305 | 9 540 | 5 036 |
| | 508 pt. | Professional and commercial equipment and supplies | 7 | 167 017 | 21 086 | 5 271 | 573 | 37 151 | 9 330 | 4 743 |
| | | Machinery, equipment, and supplies | 7 | 20 341 | 1 168 | 236 | 34 | 2 154 | 210 | 293 |
| 509 | 509 pt. | Miscellaneous durable goods | - | - | - | - | - | - | - | - |
| 519 | 509 pt. | Miscellaneous nondurable goods | 22 | (D) | (D) | (D) | (D) | (D) | (D) | (D) |
| | 519 | Miscellaneous durable goods | - | - | - | - | - | - | - | - |
| | | Miscellaneous nondurable goods | 22 | (D) | (D) | (D) | (D) | (D) | (D) | (D) |
| | | Agents, brokers, and commission merchants | 64 | 195 489 | 5 635 | 1 410 | 332 | 11 066 | 720 | 701 |
| 501 | 501 pt. | Motor vehicles and automotive parts and supplies | 3 | (D) | (D) | (D) | (D) | (D) | (D) | (D) |
| 504 | | Sporting, recreational, photographic and hobby goods, toys and supplies | 1 | (D) | (D) | (D) | (D) | (D) | (D) | (D) |
| | 504 pt. | Professional and commercial equipment and supplies | - | - | - | - | - | - | - | - |
| | 509 pt. | Miscellaneous durable goods | 1 | (D) | (D) | (D) | (D) | (D) | (D) | (D) |
| 506 | 506 | Electrical goods | 6 | 31 629 | 886 | 190 | 31 | 1 722 | - | - |
| | 508 pt. | Electrical goods | 5 | (D) | (D) | (D) | (D) | (D) | (D) | (D) |
| | | Machinery, equipment, and supplies | 1 | (D) | (D) | (D) | (D) | (D) | (D) | (D) |
| 508 | 504 pt. | Machinery, equipment, and supplies | 12 | (D) | (D) | (D) | (D) | (D) | (D) | (D) |
| | 508 pt. | Professional and commercial equipment and supplies | 8 | 19 815 | 1 045 | 246 | 37 | 2 144 | 34 | 31 |
| | | Machinery, equipment, and supplies | 4 | (D) | (D) | (D) | (D) | (D) | (D) | (D) |
| 509 | 509 pt. | Miscellaneous durable goods | 5 | (D) | (D) | (D) | (D) | (D) | (D) | (D) |
| 519 | 509 pt. | Miscellaneous nondurable goods | 5 | (D) | (D) | (D) | (D) | (D) | (D) | (D) |
| | 519 | Miscellaneous durable goods | 2 | (D) | (D) | (D) | (D) | (D) | (D) | (D) |
| | | Miscellaneous nondurable goods | 3 | 1 479 | 121 | 27 | 9 | 266 | 98 | 100 |

Table 5. Summary Statistics for Counties and for Places With 2,500 Inhabitants or More: 1987

[For meaning of abbreviations and symbols, see introductory text. For explanation of terms and comparability of 1982 and 1987 censuses, including revised methodology for presenting establishment counts, see appendix A. For information on geographic areas followed by ▲, see appendix F.]

| Geographic area | Establishments (number) | Sales (\$1,000) | Annual payroll (\$1,000) | Paid employees for pay period including March 12 (number) | Merchant wholesalers | | | Other operating types | | |
|-------------------|-------------------------|-----------------|--------------------------|---|-------------------------|-----------------|--------------------------|---|-------------------------|-----------------|
| | | | | | Establishments (number) | Sales (\$1,000) | Annual payroll (\$1,000) | Paid employees for pay period including March 12 (number) | Establishments (number) | Sales (\$1,000) |
| Delaware | 999 | 7 899 593 | 452 623 | 15 526 | 850 | 2 467 881 | 187 170 | 8 550 | 149 | 5 431 712 |
| Kent County | 149 | 575 439 | 45 114 | 1 998 | 132 | 328 743 | 20 036 | 1 186 | 17 | 246 696 |
| Dover | 70 | (D) | (D) | (D) | 63 | (D) | (D) | (D) | 7 | (D) |
| Milford (part) ▲ | 7 | 11 570 | 2 093 | 125 | 6 | (D) | (D) | (D) | 1 | (D) |
| Smyrna (part) ▲ | 4 | (D) | (D) | (D) | 4 | (D) | (D) | (D) | - | - |
| Balance of county | 68 | 267 862 | 11 661 | 621 | 59 | 234 855 | 10 678 | 554 | 9 | 33 007 |
| New Castle County | 674 | 6 895 470 | 380 839 | 12 110 | 560 | 1 783 803 | 143 397 | 6 088 | 114 | 5 111 667 |
| Elsmere | 8 | 9 803 | 762 | 39 | 8 | 9 803 | 762 | 39 | - | - |
| Middletown | 11 | 44 471 | 2 014 | 183 | 8 | (D) | (D) | (D) | 3 | (D) |
| Newark | 48 | 934 710 | 48 230 | 2 263 | 36 | (D) | (D) | (D) | 12 | (D) |
| New Castle | 43 | 593 263 | 31 662 | 1 047 | 35 | 332 208 | 23 306 | 805 | 8 | 261 055 |
| Smyrna (part) ▲ | - | - | - | - | - | - | - | - | - | - |
| Wilmington | 199 | 3 061 782 | 99 302 | 3 259 | 176 | 435 423 | 49 552 | 2 158 | 23 | 2 626 359 |
| Balance of county | 365 | 2 251 441 | 198 869 | 5 319 | 297 | (D) | (D) | (D) | 68 | (D) |
| Sussex County | 176 | 428 684 | 26 670 | 1 418 | 158 | (D) | (D) | (D) | 18 | (D) |
| Laurel | 11 | 7 714 | 907 | 53 | 9 | (D) | (D) | (D) | 2 | (D) |
| Milford (part) ▲ | 10 | 28 326 | 1 538 | 85 | 10 | 28 326 | 1 538 | 85 | - | - |
| Seaford | 22 | 121 443 | 5 755 | 266 | 21 | (D) | (D) | (D) | 1 | (D) |
| Balance of county | 133 | 271 201 | 18 470 | 1 014 | 118 | (D) | (D) | (D) | 15 | (D) |

Table 6. Summary Statistics for Places With 200 Establishments or More: 1987

[Not applicable]

Table 7. Summary Statistics for Counties With 200 Establishments or More: 1987

[For meaning of abbreviations and symbols, see introductory text. For explanation of terms and comparability of 1982 and 1987 censuses, including revised methodology for presenting establishment counts, see appendix A. For information on geographic areas followed by ▲, see appendix F.]

| 1987 SIC code | Geographic area and kind of business | Establishments (number) | Sales (\$1,000) | Annual payroll (\$1,000) | Paid employees for pay period including March 12 (number) | Merchant wholesalers | | | | Other operating types | |
|--------------------------|---|----------------------------|--------------------|--------------------------------|---|----------------------------|--------------------|--------------------------------|---|----------------------------|--------------------|
| | | | | | | Establishments (number) | Sales (\$1,000) | Annual payroll (\$1,000) | Paid employees for pay period including March 12 (number) | Establishments (number) | Sales (\$1,000) |
| NEW CASTLE COUNTY | | | | | | | | | | | |
| | Wholesale trade ----- | 674 | 6 895 470 | 380 839 | 12 110 | 560 | 1 783 803 | 143 397 | 6 088 | 114 | 5 111 667 |
| 50 | Durable goods ----- | 466 | 1 710 367 | 132 823 | 5 157 | 402 | (D) | (D) | (D) | 64 | (D) |
| 501 | Motor vehicles and motor vehicle parts and supplies----- | 82 | 242 183 | 16 944 | 849 | 78 | (D) | 5 114 | (D) | 4 | (D) |
| 5012 | Automobiles and other motor vehicles ----- | 12 | 69 746 | 5 114 | 220 | 12 | 69 746 | 5 114 | 220 | - | - |
| 5013 | Motor vehicle supplies and new parts ----- | 47 | 155 274 | 9 104 | 498 | 44 | (D) | (D) | (D) | 3 | (D) |
| 5014 | Tires and tubes ----- | 8 | (D) | (D) | (D) | 7 | (D) | (D) | (D) | 1 | (D) |
| 5015 | Motor vehicle parts, used ----- | 15 | (D) | (D) | (D) | 15 | (D) | (D) | (D) | - | - |
| 502 | Furniture and homefurnishings ----- | 18 | (D) | (D) | (D) | 15 | (D) | (D) | (D) | 3 | (D) |
| 5021 | Furniture ----- | 7 | (D) | (D) | (D) | 6 | (D) | (D) | (D) | 1 | (D) |
| 5023 | Homefurnishings ----- | 11 | (D) | (D) | (D) | 9 | (D) | (D) | (D) | 2 | (D) |
| 503 | Lumber and other construction materials ----- | 24 | 154 253 | 10 110 | 423 | 22 | (D) | (D) | (D) | 2 | (D) |
| 5031 | Lumber, plywood, millwork, and wood panels ----- | 10 | 119 924 | 6 569 | 267 | 8 | (D) | (D) | (D) | 2 | (D) |
| 5032 | Brick, stone, and related construction materials ----- | 5 | (D) | (D) | (D) | 5 | (D) | (D) | (D) | - | - |
| 5033 | Roofing, siding, and insulation materials ----- | 6 | (D) | (D) | (D) | 6 | (D) | (D) | (D) | - | - |
| 5039 | Construction materials, n.e.c. ----- | 3 | (D) | (D) | (D) | 3 | (D) | (D) | (D) | - | - |
| 504 | Professional and commercial equipment and supplies----- | 98 | 301 004 | 40 106 | 1 340 | 83 | 114 172 | 17 975 | 730 | 15 | 186 832 |
| 5043 | Photographic equipment and supplies ----- | - | (D) | (D) | (D) | - | (D) | (D) | (D) | - | (D) |
| 5044 | Office equipment ----- | 24 | (D) | (D) | (D) | 20 | (D) | (D) | (D) | 4 | (D) |
| 5045 | Computers and computer peripheral equipment and software ----- | 33 | (D) | (D) | (D) | 29 | (D) | (D) | (D) | 4 | (D) |
| 5046 | Commercial equipment, n.e.c. ----- | 11 | 14 708 | 2 267 | 102 | 11 | 14 708 | 2 267 | 102 | - | (D) |
| 5047 | Medical, dental, and hospital equipment and supplies ----- | 13 | (D) | (D) | (D) | 12 | (D) | (D) | (D) | 1 | (D) |
| 5048 | Ophthalmic goods ----- | 2 | (D) | (D) | (D) | 2 | (D) | (D) | (D) | - | - |
| 5049 | Professional equipment and supplies, n.e.c. ----- | 15 | 23 874 | 2 528 | 89 | 9 | 8 182 | 1 814 | 68 | 6 | 15 692 |
| 505 | Metals and minerals, except petroleum ----- | 25 | (D) | (D) | (D) | 19 | (D) | (D) | (D) | 6 | 158 901 |
| 5051 | Metals service centers and offices ----- | 24 | (D) | (D) | (D) | 18 | (D) | (D) | (D) | 6 | 158 901 |
| 5052 | Coal and other minerals and ores ----- | 1 | (D) | (D) | (D) | 1 | (D) | (D) | (D) | - | - |
| 506 | Electrical goods ----- | 45 | (D) | (D) | (D) | 36 | (D) | (D) | (D) | 9 | (D) |
| 5063 | Electrical apparatus and equipment, wiring supplies, and construction materials ----- | 26 | (D) | (D) | (D) | 20 | (D) | (D) | (D) | 6 | (D) |
| 5064 | Electrical appliances, television and radio sets ----- | 7 | (D) | (D) | (D) | 7 | (D) | (D) | (D) | - | - |
| 5065 | Electronic parts and equipment, n.e.c. ----- | 12 | (D) | (D) | (D) | 9 | (D) | (D) | (D) | 3 | (D) |
| 507 | Hardware, plumbing and heating equipment and supplies ----- | 38 | 98 839 | 10 670 | 396 | 33 | (D) | (D) | (D) | 5 | (D) |
| 5072 | Hardware ----- | 11 | (D) | (D) | (D) | 9 | (D) | (D) | (D) | 2 | (D) |
| 5074 | Plumbing and heating equipment and supplies (hydronics) ----- | 16 | 36 485 | 3 953 | 178 | 15 | (D) | (D) | (D) | 1 | (D) |
| 5075 | Warm air heating and air-conditioning equipment and supplies ----- | 10 | (D) | (D) | (D) | 8 | (D) | (D) | (D) | 2 | (D) |
| 5078 | Refrigeration equipment and supplies ----- | 1 | (D) | (D) | (D) | 1 | (D) | (D) | (D) | - | (D) |
| 508 | Machinery, equipment, and supplies ----- | 90 | 198 957 | 22 294 | 919 | 78 | (D) | (D) | (D) | 12 | (D) |
| 5082 | Construction and mining (except petroleum) machinery and equipment ----- | 10 | (D) | (D) | (D) | 7 | (D) | (D) | (D) | 3 | (D) |
| 5083 | Farm and garden machinery and equipment ----- | 3 | (D) | (D) | (D) | 3 | (D) | (D) | (D) | - | - |
| 5084 | Industrial machinery and equipment ----- | 41 | 62 092 | 6 680 | 268 | 33 | (D) | (D) | (D) | 8 | (D) |
| 5085 | Industrial supplies ----- | 17 | 42 700 | 6 960 | 267 | 16 | (D) | (D) | (D) | 1 | (D) |
| 5087 | Service establishment equipment and supplies ----- | 14 | 14 747 | 2 570 | 138 | 14 | 14 747 | 2 570 | 138 | - | - |
| 5088 | Transportation equipment and supplies, except motor vehicles ----- | 5 | (D) | (D) | (D) | 5 | (D) | (D) | (D) | - | - |
| 509 | Miscellaneous durable goods ----- | 46 | (D) | (D) | (D) | 38 | (D) | (D) | (D) | 8 | (D) |
| 5091 | Sporting and recreational goods and supplies ----- | 5 | (D) | (D) | (D) | 5 | (D) | (D) | (D) | - | - |
| 5092 | Toys and hobby goods and supplies ----- | 2 | (D) | (D) | (D) | 1 | (D) | (D) | (D) | 1 | (D) |
| 5093 | Scrap and waste materials ----- | 16 | (D) | (D) | (D) | 14 | (D) | (D) | (D) | 2 | (D) |
| 5094 | Jewelry, watches, precious stones, and precious metals ----- | 3 | 1 862 | 157 | 6 | 3 | 1 862 | 157 | 6 | - | (D) |
| 5099 | Durable goods, n.e.c. ----- | 20 | (D) | (D) | (D) | 15 | (D) | (D) | (D) | 5 | (D) |

Table 7. Summary Statistics for Counties With 200 Establishments or More: 1987—Con.

[For meaning of abbreviations and symbols, see introductory text. For explanation of terms and comparability of 1982 and 1987 censuses, including revised methodology for presenting establishment counts, see appendix A. For information on geographic areas followed by ▲, see appendix F]

| 1987 SIC code | Geographic area and kind of business | Establish- ments (number) | Sales (\$1,000) | Annual payroll (\$1,000) | Paid employees for pay period including March 12 (number) | Merchant wholesalers | | | | Other operating types | |
|-------------------------------|--|---------------------------------|--------------------|--------------------------------|---|---------------------------------|--------------------|--------------------------------|---|---------------------------------|--------------------|
| | | | | | | Establish- ments (number) | Sales (\$1,000) | Annual payroll (\$1,000) | Paid employees for pay period including March 12 (number) | Establish- ments (number) | Sales (\$1,000) |
| NEW CASTLE COUNTY—Con. | | | | | | | | | | | |
| 51 | Nondurable goods ----- | 208 | 5 185 103 | 248 016 | 6 953 | 158 | (D) | (D) | (D) | 50 | (D) |
| 5111 | Paper and paper products ----- | 23 | (D) | (D) | (D) | 19 | (D) | (D) | (D) | 4 | (D) |
| 5112 | Printing and writing paper ----- | 2 | (D) | (D) | (D) | 2 | (D) | (D) | (D) | - | (D) |
| 5113 | Stationery and office supplies ----- | 15 | (D) | (D) | (D) | 12 | (D) | (D) | (D) | 3 | (D) |
| | Industrial and personal service paper ----- | 6 | (D) | (D) | (D) | 5 | (D) | (D) | (D) | 1 | (D) |
| 512 | Drugs, drug proprietaries, and druggists' sundries ----- | 8 | (D) | (D) | (D) | 4 | (D) | (D) | (D) | 4 | (D) |
| 5122 | Drugs, drug proprietaries, and druggists' sundries ----- | 8 | (D) | (D) | (D) | 4 | (D) | (D) | (D) | 4 | (D) |
| 513 | Apparel, piece goods, and notions ----- | 14 | (D) | (D) | (D) | 11 | (D) | (D) | (D) | 3 | (D) |
| 5131 | Piece goods, notions, and other dry goods ----- | 8 | (D) | (D) | (D) | 7 | (D) | (D) | (D) | 1 | (D) |
| 5136 | Men's and boys' clothing and furnishings ----- | 3 | (D) | (D) | (D) | 2 | (D) | (D) | (D) | 1 | (D) |
| 5137 | Women's, children's and infants' clothing and accessories ----- | 3 | (D) | (D) | (D) | 2 | (D) | (D) | (D) | 1 | (D) |
| 5139 | Footwear ----- | - | - | - | - | - | (D) | (D) | (D) | - | (D) |
| 514 | Groceries and related products ----- | 52 | 609 117 | 13 363 | 539 | 42 | (D) | (D) | (D) | 10 | (D) |
| 5141 | Groceries, general line ----- | 3 | (D) | (D) | (D) | 1 | (D) | (D) | (D) | 2 | (D) |
| 5142 | Packaged frozen foods ----- | 1 | (D) | (D) | (D) | 2 | (D) | (D) | (D) | - | (D) |
| 5143 | Dairy products, except dried or canned ----- | 2 | (D) | (D) | (D) | 2 | (D) | (D) | (D) | - | (D) |
| 5144 | Poultry and poultry products ----- | 2 | (D) | (D) | (D) | 2 | (D) | (D) | (D) | - | (D) |
| 5145 | Confectionery ----- | 2 | (D) | (D) | (D) | 2 | (D) | (D) | (D) | - | (D) |
| 5146 | Fish and seafoods ----- | 1 | (D) | (D) | (D) | 1 | (D) | (D) | (D) | - | (D) |
| 5147 | Meats and meat products ----- | 6 | (D) | (D) | (D) | 5 | (D) | (D) | (D) | 1 | (D) |
| 5148 | Fresh fruits and vegetables ----- | 7 | (D) | (D) | (D) | 7 | (D) | (D) | (D) | 7 | (D) |
| 5149 | Groceries and related products, n.e.c. ----- | 28 | (D) | (D) | (D) | 21 | (D) | (D) | (D) | - | (D) |
| 515 | Farm-product raw materials ----- | 5 | (D) | (D) | (D) | 5 | (D) | (D) | (D) | - | (D) |
| 5153 | Grain and field beans ----- | 2 | (D) | (D) | (D) | 2 | (D) | (D) | (D) | - | (D) |
| 5154 | Livestock ----- | - | - | - | - | - | (D) | (D) | (D) | - | (D) |
| 5159 | Farm-product raw materials, n.e.c. ----- | 3 | (D) | (D) | (D) | 3 | (D) | (D) | (D) | - | (D) |
| 516 | Chemicals and allied products ----- | 39 | (D) | (D) | (D) | 25 | (D) | (D) | (D) | 14 | (D) |
| 5162 | Plastics materials and basic forms and shapes ----- | 13 | (D) | (D) | (D) | 9 | (D) | (D) | (D) | 4 | (D) |
| 5169 | Chemicals and allied products, n.e.c. ----- | 26 | (D) | (D) | (D) | 16 | (D) | (D) | (D) | 10 | (D) |
| 517 | Petroleum and petroleum products ----- | 17 | (D) | (D) | (D) | 12 | (D) | (D) | (D) | 5 | (D) |
| 5171 | Petroleum bulk stations and terminals ----- | 9 | (D) | (D) | (D) | 6 | (D) | (D) | (D) | 3 | (D) |
| 5172 | Petroleum and petroleum products wholesalers, except bulk stations and terminals ----- | 8 | (D) | (D) | (D) | 6 | (D) | (D) | (D) | 2 | (D) |
| 518 | Beer, wine, and distilled alcoholic beverages ----- | 6 | (D) | (D) | (D) | 5 | (D) | (D) | (D) | 1 | (D) |
| 5181 | Beer and ale ----- | 2 | (D) | (D) | (D) | 2 | (D) | (D) | (D) | - | (D) |
| 5182 | Wine and distilled alcoholic beverages ----- | 4 | (D) | (D) | (D) | 3 | (D) | (D) | (D) | 1 | (D) |
| 519 | Miscellaneous nondurable goods ----- | 44 | (D) | (D) | (D) | 35 | 74 208 | 6 322 | 333 | 9 | (D) |
| 5191 | Farm supplies ----- | 10 | (D) | (D) | (D) | 7 | (D) | (D) | (D) | 3 | (D) |
| 5192 | Books, periodicals, and newspapers ----- | 4 | (D) | (D) | (D) | 3 | (D) | (D) | (D) | 1 | (D) |
| 5193 | Flowers, nursery stock, and florists' supplies ----- | 7 | (D) | (D) | (D) | 7 | (D) | (D) | (D) | - | (D) |
| 5194 | Tobacco and tobacco products ----- | 2 | (D) | (D) | (D) | 2 | (D) | (D) | (D) | - | (D) |
| 5198 | Paints, varnishes, and supplies ----- | 7 | (D) | (D) | (D) | 4 | (D) | (D) | (D) | 3 | (D) |
| 5199 | Nondurable goods, n.e.c. ----- | 14 | (D) | (D) | (D) | 12 | (D) | (D) | (D) | 2 | (D) |

Table 8. Summary Statistics for Metropolitan Statistical Areas: 1987

[For meaning of abbreviations and symbols, see introductory text. For explanation of terms and comparability of 1982 and 1987 censuses, including revised methodology for presenting establishment counts, see appendix A. For definitions of CMSA's, MSA's, and PMSA's, see appendix D]

| 1987 SIC code | Geographic area and kind of business | Establish- ments (number) | Sales (\$1,000) | Annual payroll (\$1,000) | Paid employees for pay period including March 12 (number) | Merchant wholesalers | | | | Other operating types | |
|--|---|---------------------------------|--------------------|--------------------------------|---|---------------------------------|--------------------|--------------------------------|---|---------------------------------|--------------------|
| | | | | | | Establish- ments (number) | Sales (\$1,000) | Annual payroll (\$1,000) | Paid employees for pay period including March 12 (number) | Establish- ments (number) | Sales (\$1,000) |
| PHILADELPHIA-WILMINGTON-TRENTON, PA-NJ-DE-MD CMSA | | | | | | | | | | | |
| | Wholesale trade ----- | 11 192 | 73 631 771 | 3 999 570 | 150 974 | 8 859 | 33 576 502 | 2 736 304 | 113 222 | 2 333 | 40 055 269 |
| 50 | Durable goods----- | 7 499 | 40 476 079 | 2 481 135 | 94 334 | 5 971 | 19 322 319 | 1 805 737 | 74 059 | 1 528 | 21 153 760 |
| 501 | Motor vehicles and motor vehicle parts and supplies----- | 1 061 | 12 215 426 | 263 090 | 12 020 | 994 | 3 906 629 | 222 648 | 10 802 | 67 | 8 308 797 |
| 5012 | Automobiles and other motor vehicles ----- | 186 | 10 099 874 | 80 859 | 3 273 | 166 | 2 368 440 | 63 315 | 2 548 | 20 | 7 731 434 |
| 5013 | Motor vehicle supplies and new parts ----- | 647 | (D) | (D) | (D) | 611 | 1 140 500 | 128 395 | 6 737 | 36 | (D) |
| 5014 | Tires and tubes ----- | 91 | (D) | (D) | (D) | 80 | 339 269 | 20 325 | 781 | 11 | (D) |
| 5015 | Motor vehicle parts, used ----- | 137 | 58 420 | 10 613 | 736 | 137 | 58 420 | 10 613 | 736 | - | - |
| 502 | Furniture and homefurnishings ----- | 400 | 1 859 003 | 132 116 | 5 223 | 299 | (D) | (D) | (D) | 101 | (D) |
| 5021 | Furniture ----- | 209 | 727 213 | 67 878 | 2 668 | 157 | 503 101 | 59 211 | 2 410 | 52 | 224 112 |
| 5023 | Homefurnishings ----- | 191 | 1 131 790 | 64 238 | 2 555 | 142 | (D) | (D) | (D) | 49 | (D) |
| 503 | Lumber and other construction materials ----- | 437 | (D) | (D) | (D) | 367 | (D) | (D) | (D) | 70 | 692 767 |
| 5031 | Lumber, plywood, millwork, and wood panels ----- | 174 | 2 177 156 | 100 182 | 3 931 | 146 | 2 019 972 | 93 626 | 3 698 | 28 | 157 184 |
| 5032 | Brick, stone, and related construction materials ----- | 67 | (D) | (D) | (D) | 51 | (D) | (D) | (D) | 16 | 73 934 |
| 5033 | Roofing, siding, and insulation materials ----- | 87 | 516 128 | 23 085 | 783 | 74 | 228 928 | 18 359 | 661 | 13 | 287 200 |
| 5039 | Construction materials, n.e.c. ----- | 109 | 389 628 | 32 493 | 1 362 | 96 | 215 179 | 30 076 | 1 286 | 13 | 174 449 |
| 504 | Professional and commercial equipment and supplies----- | 1 255 | 5 238 451 | 632 992 | 22 023 | 985 | 2 487 533 | 338 987 | 13 331 | 270 | 2 750 918 |
| 5043 | Photographic equipment and supplies ----- | 30 | (D) | (D) | (D) | 25 | (D) | (D) | (D) | 5 | 66 363 |
| 5044 | Office equipment ----- | 303 | (D) | (D) | (D) | 254 | 374 043 | 77 007 | 3 549 | 49 | (D) |
| 5045 | Computers and computer peripheral equipment and software ----- | 343 | (D) | (D) | (D) | 243 | 987 937 | 103 517 | 3 471 | 100 | (D) |
| 5046 | Commercial equipment, n.e.c. ----- | 154 | 261 638 | 31 915 | 1 448 | 128 | (D) | (D) | (D) | 26 | (D) |
| 5047 | Medical, dental, and hospital equipment and supplies ----- | 262 | 885 752 | 107 491 | 3 747 | 208 | 566 163 | 82 607 | 3 043 | 54 | 319 589 |
| 5048 | Ophthalmic goods ----- | 49 | 88 853 | 12 965 | 646 | 40 | 69 517 | 11 572 | 595 | 9 | 19 336 |
| 5049 | Professional equipment and supplies, n.e.c. ----- | 114 | (D) | (D) | (D) | 87 | (D) | (D) | (D) | 27 | (D) |
| 505 | Metals and minerals, except petroleum ----- | 387 | (D) | (D) | (D) | 291 | (D) | (D) | (D) | 96 | 2 328 522 |
| 5051 | Metals service centers and offices ----- | 369 | (D) | (D) | (D) | 281 | 1 342 689 | 112 239 | 3 930 | 88 | (D) |
| 5052 | Coal and other minerals and ores ----- | 18 | 640 854 | 6 780 | 177 | 10 | (D) | (D) | (D) | 8 | (D) |
| 506 | Electrical goods ----- | 944 | 4 997 000 | 389 070 | 13 115 | 642 | 2 211 337 | 245 361 | 8 934 | 302 | 2 785 663 |
| 5063 | Electrical apparatus and equipment, wiring supplies, and construction materials ----- | 438 | 2 307 004 | 194 429 | 6 701 | 323 | 997 864 | 120 424 | 4 499 | 115 | 1 309 140 |
| 5064 | Electrical appliances, television and radio sets ----- | 93 | 921 054 | 39 900 | 1 328 | 64 | 396 908 | 29 693 | 1 033 | 29 | 524 146 |
| 5065 | Electronic parts and equipment, n.e.c. ----- | 413 | 1 768 942 | 154 741 | 5 086 | 255 | 816 565 | 95 244 | 3 402 | 158 | 952 377 |
| 507 | Hardware, and plumbing and heating equipment and supplies ----- | 618 | (D) | (D) | (D) | 516 | (D) | (D) | (D) | 102 | (D) |
| 5072 | Hardware ----- | 207 | 514 986 | 59 785 | 2 439 | 173 | (D) | (D) | (D) | 34 | (D) |
| 5074 | Plumbing and heating equipment and supplies (hydraulics) ----- | 264 | 813 372 | 81 186 | 3 375 | 225 | (D) | (D) | (D) | 39 | (D) |
| 5075 | Warm air heating and air-conditioning equipment and supplies ----- | 121 | (D) | (D) | (D) | 97 | 191 919 | 24 330 | 929 | 24 | (D) |
| 5078 | Refrigeration equipment and supplies ----- | 26 | 36 523 | 4 071 | 144 | 21 | 30 395 | 3 763 | 135 | 5 | 6 128 |
| 508 | Machinery, equipment, and supplies ----- | 1 630 | (D) | (D) | (D) | 1 235 | (D) | (D) | (D) | 395 | 2 506 778 |
| 5082 | Construction and mining (except petroleum) machinery and equipment ----- | 87 | (D) | (D) | (D) | 65 | 305 944 | 32 680 | 1 153 | 22 | (D) |
| 5083 | Farm and garden machinery and equipment ----- | 83 | 243 755 | 23 401 | 1 093 | 81 | (D) | (D) | (D) | 2 | (D) |
| 5084 | Industrial machinery and equipment ----- | 782 | (D) | (D) | (D) | 529 | 1 013 569 | 136 129 | 5 058 | 253 | (D) |
| 5085 | Industrial supplies ----- | 401 | (D) | (D) | (D) | 315 | 660 556 | 87 133 | 3 534 | 86 | (D) |
| 5087 | Service establishment equipment and supplies ----- | 224 | (D) | (D) | (D) | 204 | (D) | (D) | (D) | 20 | (D) |
| 5088 | Transportation equipment and supplies, except motor vehicles ----- | 53 | 477 502 | 24 513 | 815 | 41 | 435 703 | 22 932 | 775 | 12 | 41 799 |
| 509 | Miscellaneous durable goods ----- | 767 | (D) | (D) | (D) | 642 | 1 362 365 | 124 417 | 6 325 | 125 | (D) |
| 5091 | Sporting and recreational goods and supplies ----- | 98 | (D) | (D) | (D) | 78 | (D) | (D) | (D) | 20 | 131 079 |
| 5092 | Toys and hobby goods and supplies ----- | 60 | (D) | (D) | (D) | 47 | (D) | (D) | (D) | 13 | (D) |
| 5093 | Scrap and waste materials ----- | 255 | 639 780 | 50 032 | 2 501 | 236 | (D) | (D) | (D) | 19 | (D) |
| 5094 | Jewelry, watches, precious stones, and precious metals ----- | 129 | (D) | (D) | (D) | 116 | 201 736 | 17 614 | 703 | 13 | (D) |
| 5099 | Durable goods, n.e.c. ----- | 225 | 472 946 | 37 600 | 2 052 | 165 | (D) | (D) | (D) | 60 | (D) |
| 51 | Nondurable goods ----- | 3 693 | 33 155 692 | 1 518 435 | 56 640 | 2 888 | 14 254 183 | 930 567 | 39 163 | 805 | 18 901 509 |
| 511 | Paper and paper products ----- | 540 | 4 026 012 | 203 415 | 7 385 | 422 | 1 481 960 | 152 202 | 5 947 | 118 | 2 544 052 |
| 5111 | Printing and writing paper ----- | 88 | 2 197 417 | 50 083 | 1 376 | 66 | 606 818 | 39 143 | 1 100 | 22 | 1 590 599 |
| 5112 | Stationery and office supplies ----- | 264 | 662 547 | 72 389 | 3 168 | 217 | (D) | (D) | (D) | 47 | (D) |
| 5113 | Industrial and personal service paper ----- | 188 | 1 166 048 | 80 943 | 2 841 | 139 | (D) | (D) | (D) | 49 | (D) |
| 512 | Drugs, drug proprietaries, and druggists' sundries ----- | 103 | (D) | (D) | (D) | 73 | (D) | (D) | (D) | 30 | 1 719 319 |
| 5122 | Drugs, drug proprietaries, and druggists' sundries ----- | 103 | (D) | (D) | (D) | 73 | (D) | (D) | (D) | 30 | 1 719 319 |
| 513 | Apparel, piece goods, and notions ----- | 371 | 1 427 841 | 97 354 | 3 734 | 276 | (D) | (D) | (D) | 95 | (D) |
| 5131 | Piece goods, notions, and other dry goods ----- | 131 | (D) | (D) | (D) | 111 | (D) | (D) | (D) | 20 | (D) |
| 5136 | Men's and boys' clothing and furnishings ----- | 57 | (D) | (D) | (D) | 40 | (D) | (D) | (D) | 17 | (D) |
| 5137 | Women's, children's and infants' clothing and accessories ----- | 142 | 362 466 | 33 870 | 1 250 | 97 | 195 334 | 24 088 | 951 | 45 | 167 132 |
| 5139 | Footwear ----- | 41 | (D) | (D) | (D) | 28 | (D) | (D) | (D) | 13 | 80 416 |
| 514 | Groceries and related products ----- | 1 113 | 10 408 170 | 429 828 | 18 644 | 876 | 5 553 513 | 294 639 | 13 615 | 237 | 4 854 657 |
| 5141 | Groceries, general line ----- | 97 | 1 101 728 | 40 409 | 1 770 | 82 | (D) | (D) | (D) | 15 | (D) |
| 5142 | Packaged frozen foods ----- | 76 | (D) | (D) | (D) | 55 | (D) | (D) | (D) | 21 | 432 082 |
| 5143 | Dairy products, except dried or canned ----- | 66 | (D) | (D) | (D) | 46 | (D) | (D) | (D) | 20 | 440 406 |
| 5144 | Poultry and poultry products ----- | 37 | 282 204 | 11 525 | 554 | 31 | 207 029 | 9 952 | 510 | 6 | 75 175 |
| 5145 | Confectionery ----- | 96 | (D) | (D) | (D) | 74 | 153 334 | 9 181 | 493 | 22 | (D) |

Table 8. Summary Statistics for Metropolitan Statistical Areas: 1987—Con.

[For meaning of abbreviations and symbols, see introductory text. For explanation of terms and comparability of 1982 and 1987 censuses, including revised methodology for presenting establishment counts, see appendix A. For definitions of CMSA's, MSA's, and PMSA's, see appendix D]

| 1987 SIC code | Geographic area and kind of business | Estab- lish- ments (number) | Sales (\$1,000) | Annual payroll (\$1,000) | Paid employees for pay period including March 12 (number) | Merchant wholesalers | | | | Other operating types | |
|---------------------|---|--------------------------------------|--------------------|--------------------------------|---|--------------------------------------|--------------------|--------------------------------|---|--------------------------------------|--------------------|
| | | | | | | Estab- lish- ments (number) | Sales (\$1,000) | Annual payroll (\$1,000) | Paid employees for pay period including March 12 (number) | Estab- lish- ments (number) | Sales (\$1,000) |
| | PHILADELPHIA-WILMINGTON-TRENTON, PA-NJ-DE-MD CMSA—Con. | | | | | | | | | | |
| 51 | Nondurable goods—Con. | | | | | | | | | | |
| 514 | Groceries and related products—Con. | | | | | | | | | | |
| 5146 | Fish and seafoods | 46 | 261 609 | 14 866 | 681 | 41 | 251 839 | 14 431 | 683 | 5 | 9 770 |
| 5147 | Meats and meat products | 140 | (D) | (D) | (D) | 123 | 1 133 014 | 46 918 | 2 264 | 17 | (D) |
| 5148 | Fresh fruits and vegetables | 171 | (D) | (D) | (D) | 138 | 779 732 | 48 218 | 2 306 | 33 | (D) |
| 5149 | Groceries and related products, n.e.c. | 384 | (D) | (D) | (D) | 286 | 1 085 348 | 84 440 | 3 777 | 98 | (D) |
| 515 | Farm-product raw materials | 68 | 369 789 | 8 270 | 443 | 61 | 345 533 | 7 888 | 400 | 7 | 24 256 |
| 5153 | Grain and field beans | 19 | 76 009 | 2 072 | 120 | 19 | 76 009 | 2 072 | 120 | - | - |
| 5154 | Livestock | 16 | (D) | (D) | (D) | 12 | 53 337 | 1 395 | 90 | 4 | (D) |
| 5159 | Farm-product raw materials, n.e.c. | 33 | (D) | (D) | (D) | 30 | 216 187 | 4 421 | 190 | 3 | (D) |
| 516 | Chemicals and allied products | 368 | (D) | (D) | (D) | 250 | (D) | (D) | (D) | 118 | (D) |
| 5162 | Plastics materials and basic forms and shapes | 107 | (D) | (D) | (D) | 70 | (D) | (D) | (D) | 37 | (D) |
| 5169 | Chemicals and allied products, n.e.c. | 261 | (D) | (D) | (D) | 180 | 574 075 | 50 813 | 1 641 | 81 | (D) |
| 517 | Petroleum and petroleum products | 190 | 3 855 326 | 75 233 | 3 059 | 140 | (D) | (D) | (D) | 50 | (D) |
| 5171 | Petroleum bulk stations and terminals | 110 | 2 766 558 | 54 801 | 2 367 | 75 | 821 131 | 31 904 | 1 592 | 35 | 1 945 427 |
| 5172 | Petroleum and petroleum products wholesalers, except bulk stations and terminals | 80 | 1 088 768 | 20 432 | 692 | 65 | (D) | (D) | (D) | 15 | (D) |
| 518 | Beer, wine, and distilled alcoholic beverages | 151 | (D) | (D) | (D) | 138 | 957 847 | 80 629 | 2 467 | 13 | (D) |
| 5181 | Beer and ale | 96 | 678 280 | 55 351 | 1 683 | 96 | 678 280 | 55 351 | 1 683 | - | - |
| 5182 | Wine and distilled alcoholic beverages | 55 | (D) | (D) | (D) | 42 | 279 567 | 25 278 | 784 | 13 | (D) |
| 519 | Miscellaneous nondurable goods | 789 | 2 527 495 | 201 546 | 8 839 | 652 | 1 821 787 | 158 297 | 7 294 | 137 | 705 708 |
| 5191 | Farm supplies | 154 | 477 884 | 27 234 | 1 319 | 131 | (D) | (D) | (D) | 23 | (D) |
| 5192 | Books, periodicals, and newspapers | 101 | 420 110 | 47 393 | 2 068 | 75 | (D) | (D) | (D) | 26 | (D) |
| 5193 | Flowers, nursery stock, and florists' supplies | 91 | 255 069 | 32 180 | 1 459 | 83 | (D) | (D) | (D) | 8 | (D) |
| 5194 | Tobacco and tobacco products | 52 | 396 687 | 12 129 | 608 | 49 | (D) | (D) | (D) | 3 | (D) |
| 5198 | Paints, varnishes, and supplies | 112 | 251 525 | 29 186 | 1 333 | 91 | 170 989 | 24 265 | 1 114 | 21 | 80 536 |
| 5199 | Nondurable goods, n.e.c. | 279 | 726 220 | 53 424 | 2 052 | 223 | 429 315 | 38 804 | 1 648 | 56 | 296 905 |
| | Philadelphia, PA-NJ PMSA | | | | | | | | | | |
| | Wholesale trade | 9 641 | 63 054 211 | 3 334 238 | 127 406 | 7 520 | 29 425 915 | 2 377 265 | 97 733 | 2 121 | 33 628 296 |
| | (See appropriate State for SIC detail.) | | | | | | | | | | |
| | Trenton, NJ PMSA | | | | | | | | | | |
| | Wholesale trade | 521 | 2 621 241 | 203 839 | 7 376 | 449 | 1 419 222 | 138 638 | 5 458 | 72 | 1 202 019 |
| | (See appropriate State for SIC detail.) | | | | | | | | | | |
| | Vineland-Millville-Bridgeton, NJ PMSA | | | | | | | | | | |
| | Wholesale trade | 225 | 767 944 | 80 351 | 2 899 | 212 | 677 703 | 57 761 | 2 805 | 13 | 90 241 |
| | (See appropriate State for SIC detail.) | | | | | | | | | | |
| | Wilmington, DE-NJ-MD PMSA | | | | | | | | | | |
| | Wholesale trade | 805 | 7 188 375 | 401 142 | 13 293 | 678 | 2 053 662 | 162 640 | 7 226 | 127 | 5 134 713 |
| 50 | Durable goods | 536 | 1 780 606 | 141 514 | 5 603 | 468 | 1 245 052 | 109 450 | 4 630 | 68 | 535 554 |
| 501 | Motor vehicles and motor vehicle parts and supplies | 105 | 254 288 | 19 095 | 976 | 101 | (D) | (D) | (D) | 4 | (D) |
| 5012 | Automobiles and other motor vehicles | 18 | 73 229 | 5 608 | 249 | 18 | 73 229 | 5 608 | 249 | - | - |
| 5013 | Motor vehicle supplies and new parts | 60 | 163 303 | 10 682 | 587 | 57 | (D) | (D) | (D) | 3 | (D) |
| 5014 | Tires and tubes | 9 | 9 630 | 1 306 | 59 | 8 | (D) | (D) | (D) | 1 | (D) |
| 5015 | Motor vehicle parts, used | 18 | 8 126 | 1 499 | 81 | 18 | 8 126 | 1 499 | 81 | - | - |
| 502 | Furniture and homefurnishings | 20 | 42 810 | 5 239 | 211 | 17 | (D) | (D) | (D) | 3 | (D) |
| 5021 | Furniture | 9 | (D) | (D) | (D) | 8 | (D) | (D) | (D) | 1 | (D) |
| 5023 | Homefurnishings | 11 | (D) | (D) | (D) | 9 | (D) | (D) | (D) | 2 | (D) |
| 503 | Lumber and other construction materials | 29 | 158 936 | 10 898 | 463 | 27 | (D) | (D) | (D) | 2 | (D) |
| 5031 | Lumber, plywood, millwork, and wood panels | 14 | 123 286 | 7 181 | 301 | 12 | (D) | (D) | (D) | 2 | (D) |
| 5032 | Brick, stone, and related construction materials | 6 | 9 968 | 835 | 35 | 6 | 9 968 | 835 | 35 | - | - |
| 5033 | Roofing, siding, and insulation materials | 6 | (D) | (D) | (D) | 6 | (D) | (D) | (D) | - | - |
| 5039 | Construction materials, n.e.c. | 3 | (D) | (D) | (D) | 3 | (D) | (D) | (D) | - | - |
| 504 | Professional and commercial equipment and supplies | 102 | 301 522 | 40 196 | 1 345 | 87 | 114 690 | 18 065 | 735 | 15 | 186 832 |
| 5043 | Photographic equipment and supplies | - | - | - | - | - | - | - | - | - | - |
| 5044 | Office equipment | 26 | 63 869 | 12 763 | 457 | 22 | (D) | (D) | (D) | 4 | (D) |
| 5045 | Computers and computer peripheral equipment and software | 35 | 185 212 | 20 090 | 587 | 31 | (D) | (D) | (D) | 4 | (D) |
| 5046 | Commercial equipment, n.e.c. | 11 | 14 708 | 2 267 | 102 | 11 | 14 708 | 2 267 | 102 | - | - |
| 5047 | Medical, dental, and hospital equipment and supplies | 13 | (D) | (D) | (D) | 12 | (D) | (D) | (D) | 1 | (D) |
| 5048 | Ophthalmic goods | 2 | (D) | (D) | (D) | 2 | (D) | (D) | (D) | - | - |
| 5049 | Professional equipment and supplies, n.e.c. | 15 | 23 874 | 2 528 | 89 | 9 | 8 182 | 1 814 | 68 | 6 | 15 692 |
| 505 | Metals and minerals, except petroleum | 26 | 428 850 | 6 503 | 238 | 20 | 269 949 | 4 347 | 162 | 6 | 158 901 |
| 5051 | Metals service centers and offices | 25 | (D) | (D) | (D) | 19 | (D) | (D) | (D) | 6 | 158 901 |
| 5052 | Coal and other minerals and ores | 1 | (D) | (D) | (D) | 1 | (D) | (D) | (D) | - | - |

Table 8. Summary Statistics for Metropolitan Statistical Areas: 1987—Con.

[For meaning of abbreviations and symbols, see introductory text. For explanation of terms and comparability of 1982 and 1987 censuses, including revised methodology for presenting establishment counts, see appendix A. For definitions of CMSA's, MSA's, and PMSA's, see appendix D]

| 1987 SIC code | Geographic area and kind of business | Estab- lish- ments (number) | Sales (\$1,000) | Annual payroll (\$1,000) | Paid employees for pay period including March 12 (number) | Merchant wholesalers | | | Other operating types | | | | | | |
|---|--|--------------------------------------|--------------------|--------------------------------|---|--------------------------------------|--------------------|--------------------------------|---|--------------------------------------|--|--|--|--|--|
| | | | | | | Estab- lish- ments (number) | Sales (\$1,000) | Annual payroll (\$1,000) | Paid employees for pay period including March 12 (number) | Estab- lish- ments (number) | | | | | |
| PHILADELPHIA-WILMINGTON-TRENTON, PA-NJ-DE-MD CMSA—Con. | | | | | | | | | | | | | | | |
| Wilmington, DE-NJ-MD PMSA—Con. | | | | | | | | | | | | | | | |
| 50 | Durable goods—Con. | | | | | | | | | | | | | | |
| 506 | Electrical goods | 47 | 202 977 | 18 802 | 631 | 38 | (D) | (D) | (D) | 9 | | | | | |
| 5063 | Electrical apparatus and equipment, wiring supplies, and construction materials | 28 | 166 957 | 14 221 | 484 | 22 | (D) | (D) | (D) | 6 | | | | | |
| 5064 | Electrical appliances, television and radio sets | 7 | (D) | (D) | (D) | 7 | (D) | (D) | (D) | — | | | | | |
| 5065 | Electronic parts and equipment, n.e.c. | 12 | (D) | (D) | (D) | 9 | (D) | (D) | (D) | 3 | | | | | |
| 507 | Hardware, and plumbing and heating equipment and supplies | 45 | 102 962 | 11 371 | 435 | 39 | 79 104 | 10 400 | 412 | 6 | | | | | |
| 5072 | Hardware | 12 | 42 917 | 4 217 | 129 | 9 | (D) | (D) | (D) | 3 | | | | | |
| 5074 | Plumbing and heating equipment and supplies (hydronics) | 22 | 40 491 | 4 640 | 215 | 21 | (D) | (D) | (D) | 1 | | | | | |
| 5075 | Warm air heating and air-conditioning equipment and supplies | 10 | (D) | (D) | (D) | 8 | (D) | (D) | (D) | 2 | | | | | |
| 5078 | Refrigeration equipment and supplies | 1 | (D) | (D) | (D) | 1 | (D) | (D) | (D) | — | | | | | |
| 508 | Machinery, equipment, and supplies | 110 | 225 628 | 24 855 | 1 056 | 95 | 190 118 | 22 801 | 984 | 15 | | | | | |
| 5082 | Construction and mining (except petroleum) | | | | | | | | | 35 510 | | | | | |
| | Machinery and equipment | 11 | 43 096 | 3 507 | 120 | 8 | (D) | (D) | (D) | 3 | | | | | |
| 5083 | Farm and garden machinery and equipment | 11 | (D) | (D) | (D) | 10 | (D) | (D) | (D) | 1 | | | | | |
| 5084 | Industrial machinery and equipment | 48 | 65 232 | 7 066 | 289 | 38 | 50 943 | 5 968 | 248 | 10 | | | | | |
| 5085 | Industrial supplies | 21 | 45 243 | 7 284 | 281 | 20 | (D) | (D) | (D) | 1 | | | | | |
| 5087 | Service establishment equipment and supplies | 14 | 14 747 | 2 570 | 138 | 14 | 14 747 | 2 570 | 138 | — | | | | | |
| 5088 | Transportation equipment and supplies, except motor vehicles | 5 | (D) | (D) | (D) | 5 | (D) | (D) | (D) | — | | | | | |
| 509 | Miscellaneous durable goods | 52 | 62 633 | 4 555 | 248 | 44 | (D) | (D) | (D) | 8 | | | | | |
| 5091 | Sporting and recreational goods and supplies | 7 | 5 245 | 642 | 40 | 7 | 5 245 | 642 | 40 | — | | | | | |
| 5092 | Toys and hobby goods and supplies | 4 | 3 071 | 400 | 23 | 3 | (D) | (D) | (D) | 1 | | | | | |
| 5093 | Scrap and waste materials | 17 | 19 559 | 2 251 | 111 | 15 | (D) | (D) | (D) | 2 | | | | | |
| 5094 | Jewelry, watches, precious stones, and precious metals | 3 | 1 862 | 157 | 6 | 3 | 1 862 | 157 | 6 | — | | | | | |
| 5099 | Durable goods, n.e.c. | 21 | 32 696 | 1 105 | 68 | 16 | (D) | (D) | (D) | 5 | | | | | |
| 51 | Nondurable goods | 269 | 5 407 769 | 259 628 | 7 690 | 210 | 808 610 | 53 190 | 2 596 | 59 | | | | | |
| 511 | Paper and paper products | 26 | (D) | (D) | (D) | 22 | (D) | (D) | (D) | 4 | | | | | |
| 5111 | Printing and writing paper | 3 | (D) | (D) | (D) | 3 | (D) | (D) | (D) | — | | | | | |
| 5112 | Stationery and office supplies | 17 | (D) | (D) | (D) | 14 | (D) | (D) | (D) | 3 | | | | | |
| 5113 | Industrial and personal service paper | 6 | (D) | (D) | (D) | 5 | (D) | (D) | (D) | 1 | | | | | |
| 512 | Drugs, drug proprietaries, and druggists' sundries | 9 | 573 587 | 41 125 | 1 893 | 5 | (D) | (D) | (D) | 4 | | | | | |
| 5122 | Drugs, drug proprietaries, and druggists' sundries | 9 | 573 587 | 41 125 | 1 893 | 5 | (D) | (D) | (D) | 4 | | | | | |
| 513 | Apparel, piece goods, and notions | 15 | (D) | (D) | (D) | 12 | 19 071 | 2 695 | 126 | 3 | | | | | |
| 5131 | Piece goods, notions, and other dry goods | 8 | (D) | (D) | (D) | 7 | (D) | (D) | (D) | 1 | | | | | |
| 5136 | Men's and boys' clothing and furnishings | 3 | (D) | (D) | (D) | 2 | (D) | (D) | (D) | 1 | | | | | |
| 5137 | Women's, children's and infants' clothing and accessories | 4 | (D) | (D) | (D) | 3 | (D) | (D) | (D) | 1 | | | | | |
| 5139 | Footwear | — | — | — | — | — | — | — | — | — | | | | | |
| 514 | Groceries and related products | 67 | 633 582 | 16 093 | 699 | 56 | (D) | (D) | (D) | 11 | | | | | |
| 5141 | Groceries, general line | 3 | (D) | (D) | (D) | 1 | (D) | (D) | (D) | 2 | | | | | |
| 5142 | Packaged frozen foods | 3 | 2 084 | 349 | 15 | 3 | 2 084 | 349 | 15 | — | | | | | |
| 5143 | Dairy products, except dried or canned | 3 | (D) | (D) | (D) | 3 | (D) | (D) | (D) | — | | | | | |
| 5144 | Poultry and poultry products | 4 | (D) | (D) | (D) | 3 | (D) | (D) | (D) | 1 | | | | | |
| 5145 | Confectionery | 2 | (D) | (D) | (D) | 2 | (D) | (D) | (D) | — | | | | | |
| 5146 | Fish and seafoods | 1 | (D) | (D) | (D) | 1 | (D) | (D) | (D) | — | | | | | |
| 5147 | Meats and meat products | 9 | 39 414 | 1 445 | 95 | 8 | (D) | (D) | (D) | 1 | | | | | |
| 5148 | Fresh fruits and vegetables | 9 | 10 147 | 740 | 44 | 9 | 10 147 | 740 | 44 | — | | | | | |
| 5149 | Groceries and related products, n.e.c. | 33 | (D) | (D) | (D) | 26 | 19 497 | 1 873 | 112 | 7 | | | | | |
| 515 | Farm-product raw materials | 12 | (D) | (D) | (D) | 10 | (D) | (D) | (D) | 2 | | | | | |
| 5153 | Grain and field beans | 4 | (D) | (D) | (D) | 4 | (D) | (D) | (D) | — | | | | | |
| 5154 | Livestock | 3 | (D) | (D) | (D) | 1 | (D) | (D) | (D) | 2 | | | | | |
| 5159 | Farm-product raw materials, n.e.c. | 5 | (D) | (D) | (D) | 5 | (D) | (D) | (D) | — | | | | | |
| 516 | Chemicals and allied products | 42 | (D) | (D) | (D) | 27 | 57 856 | 4 630 | 163 | 15 | | | | | |
| 5162 | Plastics materials and basic forms and shapes | 14 | (D) | (D) | (D) | 10 | 20 004 | 1 904 | 68 | 4 | | | | | |
| 5169 | Chemicals and allied products, n.e.c. | 28 | (D) | (D) | (D) | 17 | 37 852 | 2 726 | 95 | 11 | | | | | |
| 517 | Petroleum and petroleum products | 25 | 260 356 | 8 469 | 650 | 20 | 162 435 | 6 329 | 480 | 5 | | | | | |
| 5171 | Petroleum bulk stations and terminals | 12 | 149 013 | 4 931 | 489 | 9 | (D) | (D) | (D) | 3 | | | | | |
| 5172 | Petroleum and petroleum products wholesalers, except bulk stations and terminals | 13 | 111 343 | 3 538 | 161 | 11 | (D) | (D) | (D) | 2 | | | | | |
| 518 | Beer, wine, and distilled alcoholic beverages | 9 | 150 587 | 13 422 | 442 | 8 | (D) | (D) | (D) | 1 | | | | | |
| 5181 | Beer and ale | 5 | (D) | (D) | (D) | 5 | (D) | (D) | (D) | — | | | | | |
| 5182 | Wine and distilled alcoholic beverages | 4 | (D) | (D) | (D) | 3 | (D) | (D) | (D) | 1 | | | | | |
| 519 | Miscellaneous nondurable goods | 64 | 150 221 | 10 475 | 551 | 50 | 134 469 | 9 215 | 504 | 14 | | | | | |
| 5191 | Farm supplies | 23 | 39 030 | 2 427 | 143 | 17 | 34 251 | 2 085 | 123 | 6 | | | | | |
| 5192 | Books, periodicals, and newspapers | 4 | (D) | (D) | (D) | 3 | (D) | (D) | (D) | — | | | | | |
| 5193 | Flowers, nursery stock, and florists' supplies | 11 | 16 125 | 1 712 | 97 | 10 | (D) | (D) | (D) | 1 | | | | | |
| 5194 | Tobacco and tobacco products | 3 | (D) | (D) | (D) | 3 | (D) | (D) | (D) | — | | | | | |
| 5198 | Paints, varnishes, and supplies | 9 | 9 198 | 1 353 | 54 | 5 | 6 103 | 1 032 | 41 | 4 | | | | | |
| 5199 | Nondurable goods, n.e.c. | 14 | (D) | (D) | (D) | 12 | (D) | (D) | (D) | 2 | | | | | |

Table 9. Summary Statistics for the Area Outside Metropolitan Statistical Areas: 1987

[For meaning of abbreviations and symbols, see introductory text. For explanation of terms and comparability of 1982 and 1987 censuses, including revised methodology for presenting establishment counts, see appendix A. For definitions of CMSA's, MSA's, and PMSA's, see appendix D]

| 1987 SIC code | Kind of business | Estab- lish- ments (number) | Sales (\$1,000) | Annual payroll (\$1,000) | Paid employees for pay period including March 12 (number) | Merchant wholesalers | | | | Other operating types | |
|---------------------|--|--------------------------------------|--------------------|--------------------------------|---|--------------------------------------|--------------------|--------------------------------|---|--------------------------------------|--------------------|
| | | | | | | Estab- lish- ments (number) | Sales (\$1,000) | Annual payroll (\$1,000) | Paid employees for pay period including March 12 (number) | Estab- lish- ments (number) | Sales (\$1,000) |
| | Wholesale trade ----- | 325 | 1 004 123 | 71 784 | 3 416 | 290 | 684 078 | 43 773 | 2 462 | 35 | 320 045 |
| 50 | Durable goods----- | 186 | 255 205 | 27 762 | 1 513 | 181 | (D) | (D) | (D) | 5 | (D) |
| 501 | Motor vehicles and motor vehicle parts and supplies----- | 51 | 38 965 | 6 633 | 390 | 50 | (D) | (D) | (D) | 1 | (D) |
| 502 | Furniture and homefurnishings----- | 5 | (D) | (D) | (D) | 4 | (D) | (D) | (D) | 1 | (D) |
| 503 | Lumber and other construction materials----- | 15 | 41 337 | 2 074 | 117 | 13 | (D) | (D) | (D) | 2 | (D) |
| 504 | Professional and commercial equipment and supplies----- | 18 | 35 351 | 1 931 | 126 | 18 | 35 351 | 1 931 | 126 | - | - |
| 505 | Metals and minerals, except petroleum----- | 4 | (D) | (D) | (D) | 4 | (D) | (D) | (D) | - | - |
| 506 | Electrical goods----- | 12 | (D) | (D) | (D) | 11 | (D) | (D) | (D) | 1 | (D) |
| 507 | Hardware, and plumbing and heating equipment and supplies----- | 24 | 28 904 | 3 304 | 139 | 24 | 28 904 | 3 304 | 139 | - | - |
| 508 | Machinery, equipment, and supplies----- | 45 | 63 547 | 8 146 | 418 | 45 | 63 547 | 8 146 | 418 | - | - |
| 509 | Miscellaneous durable goods----- | 12 | (D) | (D) | (D) | 12 | (D) | (D) | (D) | - | - |
| 51 | Nondurable goods----- | 139 | 748 918 | 44 022 | 1 903 | 109 | (D) | (D) | (D) | 30 | (D) |
| 511 | Paper and paper products----- | 7 | (D) | (D) | (D) | 6 | (D) | (D) | (D) | 1 | (D) |
| 512 | Drugs, drug proprietaries, and druggists' sundries----- | 2 | (D) | (D) | (D) | 1 | (D) | (D) | (D) | 1 | (D) |
| 513 | Apparel, piece goods, and notions----- | 7 | (D) | (D) | (D) | 5 | (D) | (D) | (D) | 2 | (D) |
| 514 | Groceries and related products----- | 33 | 325 871 | 9 726 | 558 | 25 | (D) | (D) | (D) | 8 | (D) |
| 515 | Farm-product raw materials----- | 17 | (D) | (D) | (D) | 16 | (D) | (D) | (D) | 1 | (D) |
| 516 | Chemicals and allied products----- | 4 | (D) | (D) | (D) | 3 | (D) | (D) | (D) | 1 | (D) |
| 517 | Petroleum and petroleum products----- | 16 | (D) | (D) | (D) | 16 | (D) | (D) | (D) | - | - |
| 518 | Beer, wine, and distilled alcoholic beverages----- | - | - | - | - | - | - | - | - | - | - |
| 519 | Miscellaneous nondurable goods----- | 53 | (D) | (D) | (D) | 37 | 50 011 | 3 209 | 223 | 16 | (D) |

Table 10. Places With 2,500 Inhabitants or More Ranked by Volume of Sales: 1987

[For meaning of abbreviations and symbols, see introductory text. For explanation of terms and comparability of 1982 and 1987 censuses, including revised methodology for presenting establishment counts, see appendix A. For information on geographic areas followed by ▲, see appendix F]

| Geographic area | Rank ¹ | Sales (\$1,000) | Cumulative | | Geographic area | Rank ¹ | Sales (\$1,000) | Cumulative | |
|-----------------------|-------------------|--------------------|--------------------|---------------------------------|----------------------|-------------------|--------------------|--------------------|---------------------------------|
| | | | Sales (\$1,000) | Percent of State total | | | | Sales (\$1,000) | Percent of State total |
| Delaware ----- | (X) | 7 899 593 | 7 899 593 | 100.0 | Delaware—Con. | | | | |
| Wilmington ----- | 1 | 3 061 782 | 3 061 782 | 38.8 | Milford ▲----- | 6 | 39 896 | 4 795 565 | 60.7 |
| Newark ----- | 2 | 934 710 | 3 996 492 | 50.6 | Elsmere----- | 7 | 9 803 | 4 805 368 | 60.8 |
| New Castle ----- | 3 | 593 263 | 4 589 755 | 58.1 | Laurel----- | 8 | 7 714 | 4 813 082 | 60.9 |
| Seaford ----- | 4 | 121 443 | 4 711 198 | 59.6 | Dover----- | (X) | (D) | (X) | (X) |
| Middletown ----- | 5 | 44 471 | 4 755 669 | 60.2 | Smyrna ▲----- | (X) | (D) | (X) | (X) |

¹Places with suppressed sales (if applicable) are listed at end of table rather than by rank to avoid disclosing data for individual companies.

Table 11. Counties Ranked by Volume of Sales: 1987

[For meaning of abbreviations and symbols, see introductory text. For explanation of terms and comparability of 1982 and 1987 censuses, including revised methodology for presenting establishment counts, see appendix A. For information on geographic areas followed by ▲, see appendix F]

| Geographic area | Rank ¹ | Sales (\$1,000) | Cumulative | | Geographic area | Rank ¹ | Sales (\$1,000) | Cumulative | |
|-----------------------|-------------------|--------------------|--------------------|---------------------------------|----------------------|-------------------|--------------------|--------------------|---------------------------------|
| | | | Sales (\$1,000) | Percent of State total | | | | Sales (\$1,000) | Percent of State total |
| Delaware ----- | (X) | 7 899 593 | 7 899 593 | 100.0 | Delaware—Con. | | | | |
| New Castle ----- | 1 | 6 895 470 | 6 895 470 | 87.3 | Kent----- | 2 | 575 439 | 7 470 909 | 94.6 |
| | | | | | Sussex ----- | 3 | 428 684 | 7 899 593 | 100.0 |

¹Counties with suppressed sales (if applicable) are listed at end of table rather than by rank to avoid disclosing data for individual companies.

APPENDIX A.

General Explanation

CENSUS COVERAGE AND METHODOLOGY

Structure and method of enumeration—All wholesale firms that had at least one quarter of payroll in 1987 were included in the census of wholesale trade and were mailed either a regular census form or a short form designed to collect basic data and classification information only. The coverage and the method of obtaining census information from each follow:

1. Large companies, i.e., all multiunit firms and all single unit firms above the payroll size cutoff established to separate large from small employers, and a 10-percent sample of the small employers were mailed the appropriate 1987 Census of Distributive Trades establishment report forms. Although the payroll cutoff varied by kind of business, small employers generally included firms with one to three employees and represented about 10 percent of total wholesale sales. For the large companies, a report of company organization is conducted periodically to identify firms which operated establishments at more than one location and to obtain information on payroll and mid-March employment at each location. The 1986 Report of Company Organization was used as a coverage check in the census. In the census mailing package containing the appropriate 1987 questionnaires, multiestablishment firms also were sent a form to use in updating the list of establishments with those opened since 1986.
2. Small companies other than those included in the 10-percent sample described above were mailed the short forms, which did not include questions on sales by commodity lines and employment by principal activity.

Method of classifying kinds of business—Establishments receiving the regular census forms were classified on the basis of their answers to questions on sales by commodity lines and other inquiries. Those that received short forms were classified on the basis of their self-designation and answers to other inquiries.

COMPARABILITY OF THE 1982 AND 1987 CENSUSES

The 1982 and 1987 censuses were conducted under similar conditions and procedures except for the following:

Classifications—In 1982, classifications were based on the 1972 Standard Industrial Classification (SIC) Manual and its 1977 Supplement. For 1987, classifications are based on the 1987 SIC Manual.¹ There are major revisions to the SIC structure for 1987 which limit the comparability of data between the 1982 and 1987 censuses. The kinds of business involving the most significant changes for wholesale trade are within SIC major groups 501, 503, 504, 506, 508, 509, 513, 515, 516, and 519. These changes are described in detail in the "Kind-of-Business Classifications" section below and in appendix H.

It was not possible to retabulate 1982 data based on the revised 1987 classifications for comparative purposes since, in many cases, the necessary information was not available for assigning the new 1987 classifications to the 1982 records. However, 1987 census records were assigned both a 1987 and 1982 census classification. Census data for 1987 are presented based on the 1987 classifications for all geographic areas included in this publication (see "Geographic Areas Covered" in the Introduction). In addition, data for the United States and each State are presented for both 1987 and 1982 based on the 1972 classifications in tables 3 and 4 of this publication.

Geographic areas—The boundaries of a number of areas for which data are shown in the 1987 census are not the same as in the 1982 census because of annexations; other boundary changes; and redefinitions of previously defined standard metropolitan statistical areas (SMSA's) and standard consolidated statistical areas (SCSA's) into metropolitan statistical areas (MSA's), primary metropolitan statistical areas (PMSA's), and consolidated metropolitan statistical areas (CMSA's).²

Establishments—In 1982 and prior censuses, the count of establishments (defined below) represented the number

¹Standard Industrial Classification Manual: 1987. For sale by Superintendent of Documents, U.S. Government Printing Office, Washington, DC 20402. Stock No. 041-001-00314-2.

²Newly defined metropolitan statistical areas (MSA's) and also certain terminology changes were announced by the Office of Management and Budget (OMB) effective June 30, 1983. The previous term "standard metropolitan statistical area" was shortened to metropolitan statistical area. If an area has more than 1 million population and meets certain other specified requirements, it now is termed a "consolidated metropolitan statistical area" (CMSA) and consists of major components recognized as "primary metropolitan statistical areas" (PMSA's). Many of these PMSA's were formerly recognized as SMSA's and the majority were also included in standard consolidated statistical areas defined by OMB beginning in 1975, each of which consisted of two or more closely associated SMSA's. Metropolitan areas not included in CMSA's are designated simply as metropolitan statistical areas (MSA's).

in business at the end of the year. For 1987, the count of establishments in this publication represents those in business at any time during 1987.

A comparison of the number of establishments in business at the end of the year versus the number active any time during the year for the State as a whole is presented in appendix G.

EXPLANATION OF TERMS

Establishments—An establishment is a single physical location at which business is conducted. It is not necessarily identical with a company or enterprise, which may consist of one establishment or more. Census of wholesale trade figures represent a summary of reports for individual establishments rather than companies. For cases where a census report was received, separate information was obtained for each location where business was conducted. When administrative records of other Federal agencies were used instead of a census report, no information was available on the number of locations operated. Estimates of this number were derived from a sample and will be provided in the wholesale trade report, Miscellaneous Subjects (WC87-S-4). Each wholesale establishment was tabulated according to the physical location at which the business was conducted. The count of establishments in this publication represents the number in business at any time during the year.

When two activities or more were carried on at a single location under a single ownership, all activities generally were grouped together as a single establishment. The entire establishment was classified on the basis of its major activity and all data for it were included in that classification. However, when distinct and separate economic activities (for which different industry classification codes were appropriate) were conducted under the same ownership at a single location, and when conditions prescribed by the SIC manual for recognizing the existence of more than one establishment were met, separate establishment reports for each of the different activities were obtained in the census.

Firms—A firm is a business organization or entity consisting of one domestic establishment (location) or more under common ownership or control. All establishments of subsidiary firms are included as part of the owning or controlling firm. For the economic censuses, the terms "firm" and "company" are synonymous.

Sales—Sales include merchandise sold for cash or credit at wholesale and retail by establishments primarily engaged in wholesale trade; receipts from rental or leasing of vehicles, equipment, instruments, tools, etc.; receipts for delivery, installation, maintenance, repair, alteration, storage, and other services; and gasoline, liquor, tobacco, and other excise taxes which are paid by the manufacturer and passed on to the wholesaler.

Sales are net after deductions for refunds and allowances for merchandise returned by customers. Trade-in allowances are not deducted from total sales. Total sales do not include carrying or other credit charges; sales (or other) taxes collected from customers and forwarded to taxing authorities; and nonoperating income from such sources as investments, rental or sale of real estate, etc.

Sales in this report do not include wholesale sales made by manufacturers, retailers, service establishments, or other businesses whose primary activity is other than wholesale trade. They do include receipts other than from the sale of merchandise at wholesale, e.g., service receipts, retail sales, etc., by establishments primarily engaged in wholesale trade.

Sales figures include sales of all establishments in business at any time during the year. Sales shown for agents and brokers represented the value of the goods involved in the transactions rather than the commissions received or earnings.

Annual payroll—Payroll includes all forms of compensation such as salaries, wages, commissions, bonuses, vacation allowances, sick-leave pay, and the value of payments in kind (e.g., free meals and lodgings) paid during the year to all employees. For corporations, it includes amounts paid to officers and executives; for unincorporated businesses, it does not include profit or other compensation of proprietors or partners. Payroll is reported before deductions for social security, income tax, insurance, union dues, etc. This definition of payroll is the same as that used by the IRS on form 941.

First quarter payroll—This item consists of payroll, as defined above, paid to persons employed at any time during the quarter January to March 1987.

Paid employees for pay period including March 12—Paid employees consist of the full-time and part-time employees, including salaried officers and executives of corporations, who were on the payroll in the pay period including March 12. Included are employees on paid sick leave, paid holidays, and paid vacations; not included are proprietors and partners of unincorporated businesses. The definition of paid employees is the same as that used on IRS form 941.

1987 and 1986 inventories—Inventories consist of stocks of merchandise for sale at the end of 1987 and 1986. They were reported on an ownership basis; all merchandise owned by reporting establishments is included, even though some may be held by others for sale on consignment. Goods held by the reporting establishment, but owned by others, are not included. Data for 1987 and 1986 inventories LIFO composition will be published in the 1987 Census of Wholesale Trade Miscellaneous Subjects report (WC87-S-4).

Operating expenses—Operating expenses include payroll as well as overhead expenses of the establishment. They do not include the cost of goods sold or income or excise taxes, or withdrawals by proprietors or partners of unincorporated businesses.

Auxiliary establishments—Each company included in the census was asked to identify and report separately those auxiliary locations whose primary functions were to manage, administer, service, or support the activities of the other establishments of the company. Data in this report do not include auxiliary establishments. Data for auxiliaries are presented for more detailed industry breakdowns in a subsequent report issued as part of the 1987 Enterprise Statistics reports.

KIND-OF-BUSINESS CLASSIFICATIONS

Wholesale trade, major groups 50 and 51 in the 1987 SIC manual, includes establishments primarily engaged in selling merchandise to retailers; to industrial, commercial, institutional, farm, or professional business users; or to other wholesalers; or acting as agents or brokers in buying merchandise for or selling merchandise to such persons or companies.

The principal types of establishments included are:

1. Merchant wholesalers who take title to the goods they sell, such as wholesale merchants or jobbers, industrial distributors, voluntary group wholesalers, drop shippers, retailer cooperative warehouses, terminal elevators, and cooperative buying associations.
2. Manufacturers' sales branches and sales offices (but not retail stores) maintained by manufacturing or mining enterprises apart from their plants or mines for the purpose of marketing their products.
3. Agents, brokers, and commission merchants who buy or sell products owned by others on a commission or agency basis.

Establishments primarily engaged in the wholesale distribution of used products are classified on the basis of the product sold. Establishments primarily engaged in selling merchandise to contractors are included in wholesale trade, with the exception of lumber yards and paint, glass, and wallpaper stores. These exceptions are classified in retail trade if they sell to the general public, even if a higher proportion of their sales is made to contractors.

Establishments covered by the census were assigned kind-of-business classifications according to the industry classifications defined in the 1972 and 1987 SIC Manuals. Establishments were classified into 1972 SIC based kinds-of-business that were detailed enough to provide a direct conversion to a 1987 SIC based kind of business. Each establishment, therefore, has both a 1972 and a 1987 SIC based kind of business which greatly simplifies tabulations

of bridge tables and comparison tables in this publication. All other State tables and all substate geographic tables use the 1987 SIC based classifications.

Kind-of-business classifications are not interchangeable with commodity classifications, because most businesses sell several kinds of commodities. The kind-of-business code assigned generally reflects either the individual commodity or the commodity group which is the primary source of the establishment's receipts, or some mixture of commodities which characterizes the establishment's business. Thus, the classification of establishments by kind of business does not make it possible to determine either the number of establishments handling a particular commodity or the sales of that commodity. For example, the groceries and related products classification excludes establishments selling food if the sale of food is not the primary source of receipts; moreover, even though establishments are classified as groceries and related products, some of their receipts may be derived from the sale of nonfood products. Information on the extent to which commodities are handled by different kinds of business is available in the 1987 Census of Wholesale Trade report, Commodity Line Sales (WC87-S-3). Descriptions of the 1987 Census of Wholesale Trade kind-of-business classifications follow:

Durable Goods (SIC Major Group 50)

This major group includes establishments primarily engaged in the wholesale distribution of durable goods.

Motor vehicles and motor vehicle parts and supplies (SIC 501)

Automobiles and other motor vehicles (SIC 5012)—Establishments primarily engaged in the wholesale distribution of new and used passenger automobiles, trucks, trailers, and other motor vehicles, including motorcycles, motor homes, and snowmobiles. Automobile distributors primarily engaged in selling at retail to individual customers for personal use, and also selling a limited amount of new and used passenger automobiles and trucks at wholesale, are classified in Retail Trade, Industry 5511.

SIC 5012 is subdivided in some tables into—

1. Automobiles and motorcycles
2. Buses and recreational vehicles
3. Light trucks (14,000 lb or less)
4. Medium and heavy trucks (Over 14,000 lb)

Motor vehicle supplies and new parts (SIC 5013)—Establishments primarily engaged in the wholesale distribution of motor vehicle supplies, accessories, tools, and equipment; and new motor vehicle parts.

SIC 5013 is subdivided in some tables into—

1. Motor vehicle supplies and new parts—warehouse distributors

- a. Motor vehicle supplies and new parts—warehouse distributors (without machine shop).
- b. Motor vehicle supplies and new parts—warehouse distributors (with machine shop).
- 2. Motor vehicle supplies and new parts—jobbers
 - a. Motor vehicle supplies and new parts—jobbers (without machine shop).
 - b. Motor vehicle supplies and new parts—jobbers (with machine shop).
- 3. Petroleum products marketing equipment

Tires and tubes (SIC 5014)—Establishments primarily engaged in the wholesale distribution of tires and tubes for passenger and commercial vehicles.

Motor vehicle parts, used (SIC 5015)—Establishments primarily engaged in the distribution at wholesale or retail of used motor vehicle parts. This industry includes establishments primarily engaged in dismantling motor vehicles for the purpose of selling parts. Establishments primarily engaged in dismantling motor vehicles for scrap are classified in Industry 5093.

Furniture and homefurnishings (SIC 502)

Furniture (SIC 5021)—Establishments primarily engaged in the wholesale distribution of furniture, including bed-springs, mattresses, and other household furniture; office furniture; and furniture for public parks and buildings. Establishments primarily engaged in the wholesale distribution of partitions, shelving, lockers, and store fixtures are classified in Industry 5046.

SIC 5021 is subdivided in some tables into—

- 1. Household and lawn furniture.
- 2. Office and business furniture.

Homefurnishings (SIC 5023)—Establishments primarily engaged in the wholesale distribution of homefurnishings and housewares, including antiques; china; glassware and earthenware; lamps (including electric), curtains and draperies; linens and towels; and carpets, linoleum, and all other types of hard and soft surface floor coverings. Establishments primarily engaged in the wholesale distribution of other electrical household goods are classified in Industry 5064, and those distributing precious metal flatware are classified in Industry 5094.

SIC 5023 is subdivided in some tables into—

- 1. Household china, glassware, and crockery.
- 2. Linens, domestics, draperies and curtains.
- 3. Floor coverings.
- 4. Other homefurnishings.

Lumber and other construction materials (SIC 503)

Lumber, plywood, millwork and wood panels (SIC 5031)—Establishments, with or without yards, primarily engaged in the wholesale distribution of rough, dressed, and finished lumber (but not timber); plywood; reconstituted wood fiber products; doors and windows and their frames (all materials); wood fencing; and other wood or metal millwork.

SIC 5031 is subdivided in some tables into—

- 1. Lumber—without yard.
- 2. Lumber—with yard.
- 3. Plywood, millwork, and wood panels

Brick, Stone, and Related Construction Materials (SIC 5032)—Establishments primarily engaged in the wholesale distribution of stone, cement, lime construction sand, and gravel; brick (except refractory); asphalt and concrete mixtures; and concrete, stone, and structural clay products (other than refractories). Distributors of industrial sand and of refractory materials are classified in Industry 5085. Establishments primarily engaged in producing ready-mixed concrete are classified in Manufacturing, Industry 3273.

Roofing, Siding, and Insulation Materials (SIC 5033)—Establishments primarily engaged in the wholesale distribution of roofing, siding (except wood), and insulation materials.

Construction materials, n.e.c. (SIC 5039)—Establishments primarily engaged in the wholesale distribution of mobile homes and of construction materials, not elsewhere classified, including prefabricated buildings and glass. Establishments selling construction materials to the general public and known as retail in the trade are classified in Retail Trade, Industry 5211. Establishments primarily engaged in marketing heavy structural metal products are classified in Industry 5051.

SIC 5039 is subdivided in some tables into—

- 1. Flat glass and other construction glass.
- 2. Other construction materials.

Professional and Commercial Equipment and Supplies (SIC 504)

Photographic equipment and supplies (SIC 5043)—Establishments primarily engaged in the wholesale distribution of photographic equipment and supplies. Establishments primarily engaged in the wholesale distribution of photocopy, microfilm, and similar equipment are classified in Industry 5044.

Office equipment (SIC 5044)—Establishments primarily engaged in the wholesale distribution of office machines and related equipment, including photocopy and microfilm equipment and safes and vaults. These establishments frequently also sell office supplies. However, establishments primarily engaged in wholesaling most office supplies are classified in Industry Group 511. Establishments primarily engaged in wholesaling office furniture are classified in Industry Group 5021; and those wholesaling computers and peripheral equipment are classified in Industry 5045.

Computers and computer peripheral equipment and software (SIC 5045)—Establishments primarily engaged in the wholesale distribution of computers, computer peripheral equipment, and computer software. These establishments frequently also may sell related supplies, but establishments primarily engaged in wholesaling supplies are classified according to the individual product (for example, computer paper in Industry 5112). Establishments primarily engaged in the wholesale distribution of modems and other electronic communications equipment are classified in Industry 5065. Establishments primarily engaged in selling computers and computer peripheral equipment and software for other than business or professional use are classified in Retail Trade, Industry 5734.

SIC 5045 is subdivided in some tables into—

1. Computers and peripheral equipment (selling primarily to business customers).
2. Computer software (prepackaged, off-the-shelf).

Commercial Equipment, n.e.c. (SIC 5046)—Establishments primarily engaged in the wholesale distribution of commercial and related machines and equipment, not elsewhere classified, such as commercial cooking and food service equipment; partitions, shelving, lockers, and store fixtures; electrical signs; and balances and scales, except laboratory.

SIC 5046 is subdivided in some tables into—

1. Restaurant and hotel equipment and supplies.
2. Store machines and equipment.

Medical, dental, and hospital equipment and supplies (SIC 5047)—Establishments primarily engaged in the wholesale distribution of surgical and other medical instruments, apparatus, and equipment; dentist equipment; artificial limbs; operating room and hospital equipment; X-ray machines; and other electromedical equipment and apparatus used by physicians and in hospitals. Also included in this industry are establishments primarily engaged in the wholesale distribution of professional supplies used by medical and dental practitioners.

SIC 5047 is subdivided in some tables into—

1. Medical and hospital equipment
2. Dental supplies

Ophthalmic Goods (SIC 5048)—Establishments primarily engaged in the wholesale distribution of professional equipment and goods used, prescribed, or sold by ophthalmologists, optometrists, and opticians, including ophthalmic frames, lenses, and sunglass lenses.

Professional equipment and supplies, n.e.c. (SIC 5049)—Establishments primarily engaged in the wholesale distribution of professional equipment and supplies, not elsewhere classified, such as drafting instruments, laboratory equipment, and scientific instruments.

SIC 5049 is subdivided in some tables into—

1. Religious and school supplies.
2. Other professional equipment and supplies. Establishments primarily engaged in selling specialty lines of professional equipment and supplies not mentioned above, such as veterinarian equipment and supplies, drafting supplies, and scientific equipment.

Metals and minerals, except petroleum (SIC 505)

Metals service centers and offices (SIC 5051)—Establishments primarily engaged in marketing semifinished metal products; except precious metals. Establishments in this industry may operate with warehouses (metals service centers) or without warehouses (metal sales offices). Establishments primarily engaged in marketing precious metals are classified in Industry 5092.

SIC 5051 is subdivided in some tables into—

1. Ferrous metals service centers and sales offices.
 - a. Ferrous metals service centers.
 - b. Ferrous metals sales offices.
2. Nonferrous metals service centers and sales offices.

Coal and other minerals and ores (SIC 5052)—Establishments primarily engaged in the wholesale distribution of coal and coke; copper, iron, lead, and other metallic ores, including precious metal ores; and crude nonmetallic minerals (including concentrates), except crude petroleum. Establishments primarily engaged in the wholesale distribution of nonmetallic minerals used in construction, such as sand and gravel, are classified in Industry 5032.

SIC 5052 is subdivided in some tables into—

1. Coal.
2. Other minerals and ores.

Electrical goods (SIC 506)

This industry group includes establishments primarily engaged in the wholesale distribution of electrical generating, distributing, and wiring equipment. It also includes household appliances, whether electrically, manually, or

mechanically powered. This industry group does not include electrical commercial and industrial machines, in which electricity does the work directly, e.g., heating, turning a shaft, or ionizing a substance, or electrically powered commercial and industrial machines which are classified in Industry Group 504 or 508.

Electrical apparatus and equipment, wiring supplies, and construction materials (SIC 5063)—Establishments primarily engaged in the wholesale distribution of electrical power equipment for the generation, transmission, distribution, or control of electric energy; electrical construction materials for outside power transmission lines and for electrical systems and electric light fixtures and bulbs. Construction contractors primarily engaged in installing electrical systems and equipment from their own stock are classified in Construction, Industry 1731.

Electrical appliances, television and radio sets (SIC 5064)— Establishments primarily engaged in the wholesale distribution of radio and television receiving sets, other household electronic sound or video equipment, self-contained air-conditioning room units, and household electrical appliances. Also included are establishments primarily engaged in the wholesale distribution of household nonelectronic laundry equipment and refrigerators and freezers.

Electronic parts and equipment, n.e.c. (SIC 5065)—Establishments primarily engaged in the wholesale distribution of electronic parts and electronic communications equipment, not elsewhere classified, such as telephone and telegraph equipment; radio and television broadcasting and communications equipment; and intercommunications equipment. Establishments primarily engaged in the wholesale distribution of radio and television receiving sets, phonographs, and other household sound or video equipment are classified in Industry 5064.

Hardware, and plumbing and heating equipment and supplies (SIC 507)

Hardware (SIC 5072)—Establishments primarily engaged in the wholesale distribution of cutlery and general hardware, including hand saws; saw blades; brads, staples, and tacks; and bolts, nuts, rivets, and screws. Establishments primarily engaged in the wholesale distribution of nails, noninsulated wire, and screening are classified in Industry 5051.

Plumbing and heating equipment and supplies (hydronics) (SIC 5074)—Establishments primarily engaged in the wholesale distribution of hydronic plumbing and heating equipment and supplies. Construction contractors primarily engaged in installing plumbing and heating equipment from their own stock are classified in Construction, Industry 1711.

Warm air heating and air-conditioning equipment and supplies (SIC 5075)—Establishments primarily engaged in the wholesale distribution of warm air heating and air-conditioning equipment and supplies. Construction contractors primarily engaged in installing warm air heating and air-conditioning equipment are classified in Construction, Industry 1711.

Refrigeration equipment and supplies (SIC 5078)—Establishments primarily engaged in the wholesale distribution of refrigeration equipment and supplies. Construction contractors primarily engaged in installation of refrigeration equipment from their own stock are classified in Construction, Industry 1711.

Machinery, equipment, and supplies (SIC 508)

Construction and mining (except petroleum) machinery and equipment (SIC 5082)—Establishments primarily engaged in the wholesale distribution of construction or mining cranes, excavating machinery and equipment, power shovels, road construction and maintenance machinery, tractor-mounting equipment, and other specialized machinery and equipment used in the construction, mining, and logging industries. Establishments engaged in marketing oil well machinery and equipment are classified in Industry 5084.

Farm and garden machinery and equipment (SIC 5083)—Establishments primarily engaged in the wholesale distribution of agricultural machinery and equipment for use in preparation and maintenance of the soil, the planting and harvesting of crops, and other operations and processes pertaining to work on the farm or the lawn or garden; and dairy and other livestock equipment.

SIC 5083 is subdivided in some tables into—

1. Farm machinery and equipment—farm dealers.
2. Farm machinery and equipment—wholesale distributors.
3. Lawn and garden machinery and equipment.

Industrial machinery and equipment (SIC 5084)—Establishments primarily engaged in the wholesale distribution of industrial machinery and equipment, not elsewhere classified.

SIC 5084 is subdivided in some tables into—

1. Food-processing machinery, equipment, and parts.
2. General-purpose industrial machinery, equipment, and parts.
3. Metalworking machinery, equipment, and parts.
4. Materials handling equipment and parts.
5. Oil well, oil refinery, and pipeline machinery, equipment, and supplies.

6. Other industrial machinery, equipment, and parts. Establishments primarily engaged in selling special purpose industrial machinery not elsewhere classified, including printing machinery, woodworking machinery, shoemaking machinery, paper and paper products machinery, smelting and metal refining machinery and equipment, cigar and cigarette-making machinery, and similar special industry machinery.

Industrial supplies (SIC 5085)—Establishments primarily engaged in the wholesale distribution of industrial supplies, not elsewhere classified.

SIC 5085 is subdivided in some tables into—

1. General-line industrial supplies.
2. Mechanical power transmission supplies.
3. Industrial valves and fittings.
4. Welding supplies.
5. Industrial containers and supplies.
6. Other industrial supplies—Establishments primarily engaged in selling a specialty line of industrial materials and supplies not elsewhere classified, such as abrasives, mechanical rubber goods, ropes, cordage, and industrial diamonds.

Service establishment equipment and supplies (SIC 5087)—Establishments primarily engaged in the wholesale distribution of equipment and supplies for barber shops, beauty parlors, power laundries, drycleaning plants, upholsterers, undertakers, and related personal service establishments.

SIC 5087 is subdivided in some tables into—

1. Beauty and barber equipment and supplies.
2. Custodial (janitors') equipment and supplies.
3. Laundry and drycleaning equipment and supplies.
4. Other service establishment equipment and supplies—Establishments primarily engaged in selling a specialty line of service establishment supplies, such as upholsterers' equipment and supplies, seamstresses' supplies, tailors' supplies, undertakers' supplies, municipality equipment and supplies, and shoe repair supplies.

Transportation equipment and supplies, except motor vehicles (SIC 5088)—Establishments primarily engaged in the wholesale distribution of transportation equipment and supplies. Establishments primarily engaged in the wholesale distribution of motor vehicles and motor vehicle parts are classified in Industry Group 501, and those distributing pleasure boats are classified in Industry 5091.

SIC 5088 is subdivided in some tables into—

1. Aircraft and aeronautical equipment and supplies.
2. Marine machinery, equipment, and supplies.

3. Other transportation equipment and supplies—Establishments primarily engaged in selling equipment and supplies used in the operation, maintenance, and repair of railroads, streetcars, buses, tramways, aerial hoists, and horsedrawn vehicles.

Miscellaneous durable goods (SIC 509)

Sporting and Recreational Goods and Supplies (SIC 5091)—Establishments primarily engaged in the wholesale distribution of sporting goods and accessories; billiard and pool supplies; sporting firearms and ammunition; and marine pleasure craft, equipment and supplies. Establishments primarily engaged in the wholesale distribution of motor vehicles and trailers are classified in Industry 5012; those distributing self-propelled golf carts are classified in Industry 5088; and those distributing athletic apparel and footwear are classified in Industry Group 513.

Toys and hobby goods and supplies (SIC 5092)—Establishments primarily engaged in the wholesale distribution of games, toys, hobby goods and supplies, and related goods, such as fireworks and playing cards.

Scrap and waste materials (SIC 5093)—Establishments primarily engaged in assembling, breaking up, sorting, and wholesale distribution of scrap and waste materials. This industry includes auto wreckers engaged in dismantling automobiles for scrap. However, those engaged in dismantling cars for the purpose of selling secondhand parts at retail are classified in Industry 5015.

SIC 5093 is subdivided in some tables into—

1. Iron and steel scrap processors and dealers.
 - a. Iron and steel scrap processors (using power processing equipment).
 - b. Iron and steel scrap dealers (not using power processing equipment).
2. Waste and secondary materials.

Jewelry, watches, precious stones, and precious metals. (SIC 5094)—Establishments primarily engaged in the wholesale distribution of jewelry, precious stones and metals, costume jewelry, watches, clocks, silverware, and jewelers' findings. Establishments primarily engaged in the wholesale distribution of precious metal ores are classified in Industry 5052.

Durable goods, n.e.c. (SIC 5099)—Establishments primarily engaged in the wholesale distribution of durable goods, not elsewhere classified, such as musical instruments and forest products, except lumber.

SIC 5099 is subdivided in some tables into—

1. Musical instruments and supplies.
2. Forest products, except lumber.

3. General merchandise—durable.
4. Other durable goods.

Nondurable Goods (SIC Major Group 51)

This major group includes establishments primarily engaged in the wholesale distribution of nondurable goods.

Paper and Paper Products (SIC 511)

Printing and writing paper (SIC 5111)—Establishments primarily engaged in the wholesale distribution of printing and writing paper, including envelope paper; fine paper; and groundwood paper.

Stationery and office supplies (SIC 5112)—Establishments primarily engaged in the wholesale distribution of stationery and office supplies, including computer and photocopy supplies, envelopes, typewriter paper, file cards and folders, pens, pencils, social stationery, and greeting cards.

Industrial and personal service paper (SIC 5113)—Establishments primarily engaged in the wholesale distribution of wrapping and other coarse paper, paper-board, and converted paper and related disposable plastic products, such as bags, boxes, dishes, eating utensils, napkins, and shipping supplies.

Drugs, drugs proprietaries and druggists' sundries (SIC 512)

Drugs, drug proprietaries, and druggists' sundries (SIC 5122)—Establishments primarily engaged in the wholesale distribution of prescription drugs, proprietary drugs, druggists' sundries, and toiletries. Establishments primarily engaged in the wholesale distribution of surgical, dental, and hospital equipment are classified in Industry 5047.

SIC 5122 is subdivided in some tables into—

1. General-line drugs—These are distinguished from specialty-line drug and toiletries wholesalers on the basis of their commodity-line mix. Drug wholesalers were classified as general line if they reported a substantial portion of their sales in "drugs and pharmaceuticals" and a combination of "proprietary (patent) medicines," "cosmetics," "perfumes," and "other toiletries and druggists' sundries."
2. Specialty-line pharmaceuticals, cosmetics, and toiletries.

Apparel, piece goods, and notions (SIC 513)

Piece goods, notions, and other dry goods (SIC 5131)—Establishments primarily engaged in the wholesale distribution of piece goods or yard goods of natural or man-made fibers, notions (sewing and hair accessories, etc.),

and other dry goods. Converters who buy fabric goods (except knit goods) in the grey, have them finished on contract, and sell at wholesale are included here. Converters of knit goods are classified in Manufacturing, Industry Group 225. This industry does not include establishments primarily engaged in the wholesale distribution of homefurnishings which are classified in Industry 5023.

SIC 5131 is subdivided in some tables into—

1. Piece goods
 - a. Piece goods-jobbers
 - b. Piece goods-converters
2. Notions and other dry goods

Men's and boys' clothing and furnishings (SIC 5136)—Establishments primarily engaged in the wholesale distribution of men's and boys' apparel and furnishings, sportswear, hosiery, underwear, nightwear, and work clothing.

Women's, children's, and infants' clothing and accessories (SIC 5137)—Establishments primarily engaged in the wholesale distribution of women's, children's, and infants' clothing and accessories, including hosiery, lingerie, millinery, and furs.

Footwear (SIC 5139)—Establishments primarily engaged in the wholesale distribution of footwear (including athletic) made of leather, rubber, and other materials.

Groceries and related products (SIC 514)

Groceries, general line (SIC 5141)—Establishments primarily engaged in the wholesale distribution of a general line of groceries. Establishments primarily engaged in roasting coffee, blending tea, or grinding and packaging spices are classified in Manufacturing Major Group 20.

SIC 5141 is subdivided in some tables into—

1. Voluntary group wholesalers.
2. Retail cooperative wholesalers.
3. Other general line wholesalers.

Packaged frozen foods (SIC 5142)—Establishments primarily engaged in the wholesale distribution of packaged quickfrozen vegetables, juices, meats, fish, poultry, pastries, and other "deep freeze" products. Establishments primarily engaged in the wholesale distribution of frozen dairy products are classified in Industry 5143, and those distributing frozen poultry, fish, and meat which are not packaged are classified in Industries 5144, 5146, and 5147, respectively.

Dairy products, Except Dried or Canned (SIC 5143)—Establishments primarily engaged in the wholesale distribution of dairy products, such as butter, cheese, ice cream and ices, and fluid milk and cream. This industry

does not include establishments primarily engaged in pasteurizing and bottling milk, which are classified in Manufacturing, Industry Group 202. Establishments primarily engaged in the wholesale distribution of dried or canned dairy products are classified in Industry 5149.

Poultry and poultry products (SIC 5144)—Establishments primarily engaged in the wholesale distribution of poultry and poultry products, except canned and packaged frozen products. This industry does not include establishments primarily engaged in the killing and dressing of poultry, which are classified in Manufacturing, Industry 2015. Establishments primarily engaged in the wholesale distribution of packaged frozen poultry are classified in Industry 5142, and those distributing canned poultry are classified in Industry 5149.

Confectionery (SIC 5145)—Establishments primarily engaged in the wholesale distribution of confectionery and related products, such as candy, chewing gum, fountain fruits, salted or roasted nuts, popcorn, fountain syrups, and potato, corn, and similar chips.

Fish and seafoods (SIC 5146)—Establishments primarily engaged in the wholesale distribution (but not packaging) of fresh, cured, or frozen fish and seafoods, except canned or packaged frozen. The preparation of fresh or frozen packaged fish and other seafood, and the shucking and packing of fresh oysters in nonsealed containers, are classified in Manufacturing, Industry 2092. Establishments primarily engaged in the wholesale distribution of canned seafood are classified in Industry 5149, and those distributing packaged frozen foods are classified in Industry 5142.

Meats and meat products (SIC 5147)—Establishments primarily engaged in the wholesale distribution of fresh, cured, and processed (but not canned) meats and lard. Establishments primarily engaged in the wholesale distribution of frozen packaged meats are classified in Industry 5142, and those distributing canned meats are classified in Industry 5149.

Fresh fruits and vegetables (SIC 5148)—Establishments primarily engaged in the wholesale distribution of fresh fruits and vegetables.

Groceries and related products, n.e.c. (SIC 5149)—Establishments primarily engaged in the wholesale distribution of groceries and related products, not elsewhere classified. Establishments primarily engaged in the wholesale distribution of soft drinks, and in bottling and distributing natural spring and mineral waters, are classified in this industry, but establishments primarily engaged in bottling soft drinks are classified in Manufacturing, Major Group 20. This industry does not include establishments primarily engaged in the wholesale distribution of farm-product raw materials classified in Industry Group 515, nor those distributing beer, wine, and distilled alcoholic beverages of Industry Group 518.

SIC 5149 is subdivided in some tables into—

1. Coffee, tea, and spices.
2. Bread and baked goods.
3. Soft drinks.
4. Canned goods.
5. Food and beverage basic materials.
6. Other grocery specialties.

Farm-product raw materials (SIC 515)

Grain and field beans (SIC 5153)—Establishments primarily engaged in buying and/or marketing grain (such as corn, wheat, oats, barley, and unpolished rice); dry beans, soybeans, and other inedible beans. Country grain elevators primarily engaged in buying or receiving grain from farmers are included, as well as terminal elevators and other merchants marketing grain. Establishments primarily engaged in the wholesale distribution of field and garden seeds are classified in Industry 5191.

Livestock (SIC 5154)—Establishments primarily engaged in buying and/or marketing cattle, hogs, sheep, and goats. This industry also includes the operation of livestock auction markets.

Farm-product raw materials, n.e.c. (SIC 5159)—Establishments primarily engaged in buying and/or marketing farm products, not elsewhere classified. Establishments primarily engaged in the wholesale distribution of milk are classified in Industry 5143, and those distributing live poultry are classified in Industry 5144.

SIC 5159 is subdivided in some tables into—

1. Hides, skins, and pelts.
2. Leaf tobacco.
3. Wool, wool tops, and mohair.
4. Cotton.
5. Other farm-product raw materials.

Chemicals and allied products (SIC 516)

Plastics materials and basic forms and shapes (SIC 5162)—Establishments primarily engaged in the wholesale distribution of plastics materials, and of unsupported plastics film, sheets, sheeting, rods, tubes, and other basic forms and shapes.

Chemicals and allied products, n.e.c. (SIC 5169)—Establishments primarily engaged in the wholesale distribution of chemicals and allied products, not elsewhere classified, such as acids, industrial and heavy chemicals, dyestuffs, industrial salts, rosin, and turpentine.

Establishments primarily engaged in the wholesale distribution of ammunition are classified in Industry Group 509; those distributing agricultural chemicals and pesticides are classified in Industry 5191; those distributing drugs are classified in Industry 5122; and those distributing pigments, paints, and varnishes are classified in Industry 5198.

SIC 5169 is subdivided in some tables into—

1. Industrial gases, except LP.
2. Other chemicals and allied products.

Petroleum and petroleum products (SIC 517)

Petroleum bulk stations and terminals (SIC 5171)—Establishments primarily engaged in the wholesaling of crude petroleum and petroleum products, including liquefied petroleum gas, from bulk liquid storage facilities.

SIC 5171 is subdivided in some tables into—

1. Petroleum bulk stations and terminals, except LP.
 - a. Petroleum bulk stations, except LP
 - b. Petroleum bulk terminals, except LP.
2. Liquefied petroleum gas bulk stations and terminals.

Petroleum and petroleum products wholesalers, except bulk stations and terminals (SIC 5172)—Establishments primarily engaged in the wholesale distribution of petroleum and petroleum products, except those with bulk liquid storage facilities. Included are packaged and bottled petroleum products distributors, truck jobbers, and others marketing petroleum and its products at wholesale, but without bulk liquid storage facilities.

Beer, wine and distilled alcoholic beverages (SIC 518)

Beer and ale (SIC 5181)—Establishments primarily engaged in the wholesale distribution of beer, ale, porter, and other fermented malt beverages.

Wine and distilled alcoholic beverages (SIC 5182)—Establishments primarily engaged in the wholesale distribution of distilled spirits, including neutral spirits and ethyl alcohol used in blended wines and distilled liquors.

SIC 5182 is subdivided in some tables into—

1. Wine and distilled spirits—licensed operation.
2. Wine and distilled spirits—State operated.

Miscellaneous nondurable goods (SIC 519)

Farm supplies (SIC 5191)—Establishments primarily engaged in the wholesale distribution of animal feeds, fertilizers, agricultural chemicals, pesticides, seeds, and

other farm supplies, except grains. Establishments primarily engaged in the wholesale distribution of pet food are classified in Industry 5149, and those distributing pet supplies are classified in Industry 5199.

SIC 5191 is subdivided in some tables into—

1. Farm supplies—farm dealers.
2. Farm supplies—wholesale distributors.

Books, periodicals, and newspapers (SIC 5192)—Establishments primarily engaged in the wholesale distribution of books, periodicals, and newspapers.

Flowers, nursery stock, and florists' supplies (SIC 5193)—Establishments primarily engaged in the wholesale distribution of flowers, nursery stock, and florists' supplies.

Tobacco and tobacco products (SIC 5194)—Establishments primarily engaged in the wholesale distribution of tobacco and its products. Leaf tobacco wholesalers are classified in Industry 5159, and establishments primarily engaged in stemming and redrying tobacco are classified in Manufacturing, Industry 2141.

Paints, varnishes, and supplies (SIC 5198)—Establishments primarily engaged in the wholesale distribution of paints, varnishes, wallpaper, and supplies. Establishments selling to the general public and known as retail in the trade are classified in Retail Trade, Industry 5231.

Nondurable goods, n.e.c. (SIC 5199)—Establishments primarily engaged in the wholesale distribution of nondurable goods, not elsewhere classified, such as art goods, industrial yarns, textile bags, and bagging and burlap.

SIC 5199 is subdivided in some tables into—

1. Art goods.
2. General merchandise-nondurable.
3. Textile bags and bagging.
4. Specialty advertising (sale of merchandise).
5. Other nondurable goods.

TYPE-OF-OPERATION CLASSIFICATIONS

In addition to being classified by kind of business, each wholesale establishment was classified for the census by type of operation according to the ownership of the business, ownership of the goods sold, or character of the principal transactions. Establishments in wholesale trade are grouped into the following three major types of operation and related subgroups:

Merchant wholesalers—Establishments primarily engaged in buying and selling merchandise on their own account. Included here are such types of establishments as wholesale merchants or jobbers, industrial distributors, voluntary group wholesalers, importers, exporters, cash and carry wholesalers, retailer cooperative warehouses, terminal and country grain elevators, farm products assemblers, wholesale cooperative associations, and petroleum bulk plants and terminals operated by nonrefining companies.

Wholesale distributors and jobbers—Establishments primarily engaged in buying and selling merchandise in the domestic market not manufactured by the parent company.

Importers—Establishments buying and selling goods at wholesale on their own account, whose principal source of purchases was foreign.

Exporters—Establishments primarily engaged in purchasing goods in the United States and selling them to foreign customers.

Terminal grain elevators—Grain elevators primarily engaged in buying and selling grain received from country grain elevators and grain marketing establishments. They have sizable space for grain storage, and products are received primarily by rail or barge rather than by truck.

Country grain elevators—Grain elevators, cooperative or other, buying and receiving grain directly from farmers by truck and selling at wholesale.

Assemblers of farm products, except country grain elevators—Establishments primarily engaged in purchasing directly from farmers and assembling and marketing farm products at wholesale.

Manufacturers' sales branches and offices—Establishments maintained by manufacturing, refining, and mining companies apart from their plants or mines for marketing their products at wholesale. Branch stores selling to household consumers and individual users are classified in

retail trade. Sales branches and sales offices located at plants and at administrative offices are included when separate records are available. In some tables, data are shown separately for manufacturers' sales branches and for sales offices. These two types of establishments differ in that sales offices do not carry stocks of merchandise for delivery to customers.

Agents, brokers, and commission merchants—Establishments whose operators are in business for themselves and are primarily engaged in selling or buying goods for others. Included here are such types of operations as auction companies, import agents, export agents, selling agents, merchandise brokers, and commission merchants. "Sales" as shown in census publications for agents, brokers, and commission merchants represent the gross sales (or purchase) value of the goods in the transactions negotiated.

Auction companies—Wholesale establishments primarily engaged in selling merchandise on an agency basis by auction.

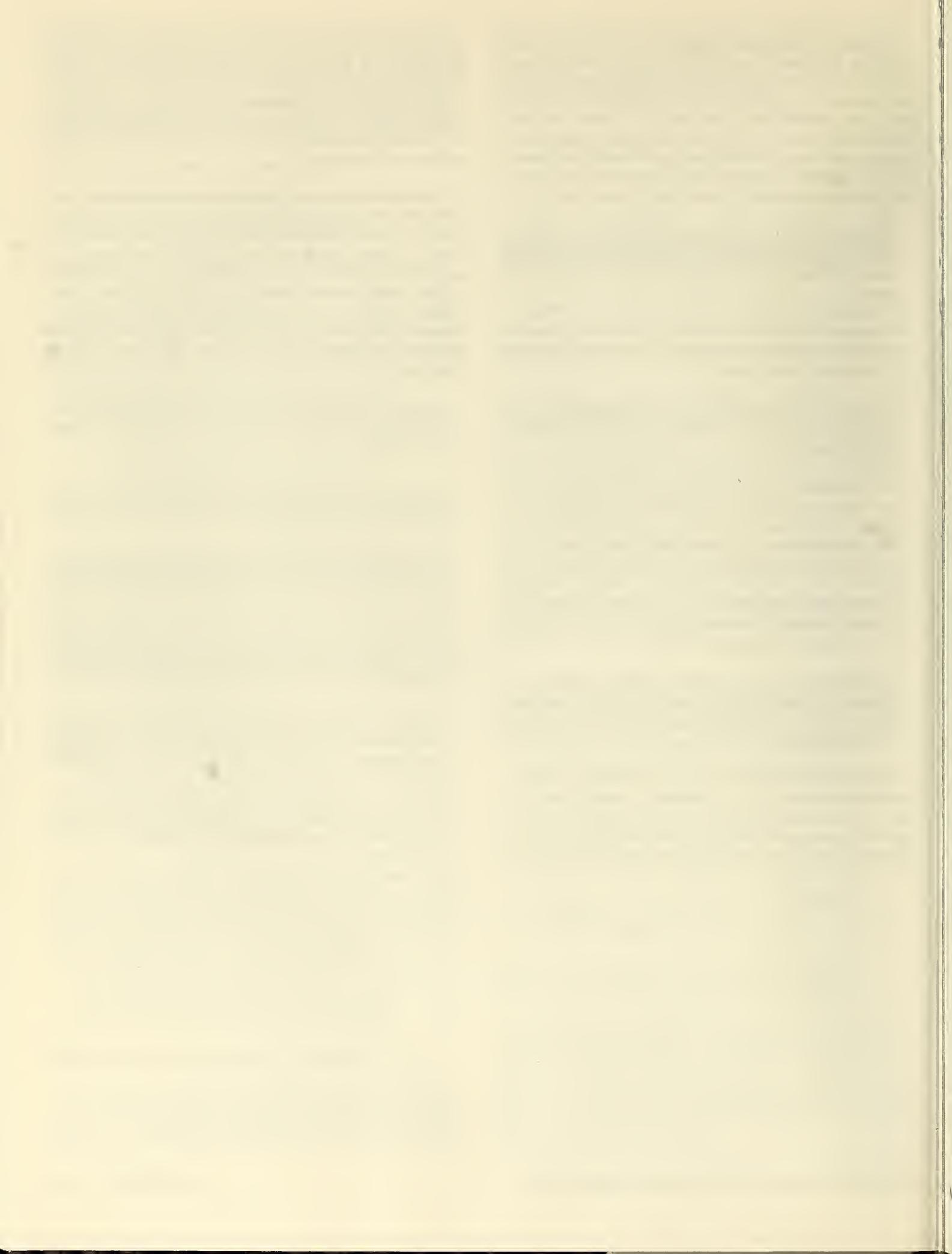
Import agents—Merchandise agents and brokers in the domestic market buying merchandise from or selling merchandise for foreign firms.

Export agents—Merchandise agents and brokers in the domestic market selling to or buying for foreign customers.

Manufacturers' agents—Wholesale establishments in the domestic market selling for a limited number of manufacturers on a continuing agency basis.

Brokers (representing buyers or sellers)—Wholesale establishments primarily engaged in selling or buying merchandise in the domestic market on a brokerage basis but not receiving the goods on consignment.

Commission merchants—Wholesale establishments operating in the domestic market receiving goods for sale on consignment.



APPENDIX B.

General Questions



U.S. DEPARTMENT OF COMMERCE
BUREAU OF THE CENSUS

1987 CENSUS OF DISTRIBUTIVE TRADES

OMB APPROVAL NO. 0607-0629; EXPIRES 06/89

| | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
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| NOTICE — Response to this inquiry is required by law (title 13, U.S. Code). By the time of the census, your name and the Census Bureau's identification number will be seen only by sworn Census employees and may be used only for statistical purposes. The law also provides that copies retained in your files are immune from legal process. | | In correspondence pertaining to this report, please refer to this Census File Number (CFN). | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| Please complete this form and RETURN TO | | Employer Identification (EI) Number | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| BUREAU OF THE CENSUS 1201 East Tenth Street Jeffersonville, IN 47134 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| DUE DATE: FEBRUARY 15, 1988 If filing by the due date causes an undue burden, a time extension request should be sent to the above address; please include your 11-digit Census File Number (CFN). | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| NOTE — Please read the accompanying instructions before answering the questions. | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| Please correct errors in name, address, and ZIP Code. ENTER street and number if not shown. | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| <table border="1" style="width: 100%; border-collapse: collapse;"> <tr> <td colspan="2" style="padding: 5px;"> Item 1 — EMPLOYER IDENTIFICATION NUMBER Is the Employer Identification (EI) Number shown in the label the SAME as that used for this establishment on its latest 1987 Employer's Quarterly Federal Tax Return, Treasury Form 941? </td> <td colspan="2" style="padding: 5px; text-align: right;"> HOW TO REPORT DOLLAR FIGURES </td> </tr> <tr> <td colspan="2" style="padding: 5px;"> 084 <input type="checkbox"/> YES 2 <input type="checkbox"/> NO — Enter current EI No. _____ </td> <td colspan="2" style="padding: 5px; text-align: right;"> (9 digits) </td> </tr> <tr> <td colspan="2"></td> <td colspan="2" style="padding: 5px; text-align: right;"> Value figures may be reported in dollars or rounded to thousands. Example: If a figure is \$1,126,828, report either </td> </tr> <tr> <td colspan="2"></td> <td colspan="2" style="padding: 5px; text-align: right;"> <input checked="" type="checkbox"/> PREFERRED <input type="checkbox"/> Acceptable </td> </tr> <tr> <td colspan="2"></td> <td colspan="2" style="padding: 5px; text-align: right;"> Mil. Thou. Dol. 010 126 828 </td> </tr> </table> | | | | Item 1 — EMPLOYER IDENTIFICATION NUMBER Is the Employer Identification (EI) Number shown in the label the SAME as that used for this establishment on its latest 1987 Employer's Quarterly Federal Tax Return, Treasury Form 941? | | HOW TO REPORT DOLLAR FIGURES | | 084 <input type="checkbox"/> YES 2 <input type="checkbox"/> NO — Enter current EI No. _____ | | (9 digits) | | | | Value figures may be reported in dollars or rounded to thousands. Example: If a figure is \$1,126,828, report either | | | | <input checked="" type="checkbox"/> PREFERRED <input type="checkbox"/> Acceptable | | | | Mil. Thou. Dol. 010 126 828 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
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| 084 <input type="checkbox"/> YES 2 <input type="checkbox"/> NO — Enter current EI No. _____ | | (9 digits) | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
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| <table border="1" style="width: 100%; border-collapse: collapse;"> <tr> <td colspan="2" style="padding: 5px;"> Item 2 — PHYSICAL LOCATION OF ESTABLISHMENT <i>Answer items a, b, c, and d</i> NOTE: P.O. boxes or rural routes are not physical locations. </td> <td colspan="2" style="padding: 5px; text-align: right;"> Item 6 — DOLLAR VOLUME OF BUSINESS IN 1987 </td> </tr> <tr> <td colspan="2" style="padding: 5px;"> a. <input type="checkbox"/> Same as shown in mailing label. If different, indicate change. <input checked="" type="checkbox"/> </td> <td colspan="2" style="padding: 5px; text-align: right;"> a. Sales of merchandise and other operating receipts (including the gross selling value of business conducted for the account of others) </td> </tr> <tr> <td colspan="2"></td> <td colspan="2" style="padding: 5px; text-align: right;"> Mil. Thou. Dol. 100 126 828 </td> </tr> <tr> <td colspan="2"></td> <td colspan="2" style="padding: 5px; text-align: right;"> 1 <input type="checkbox"/> YES — Go to c 2 <input type="checkbox"/> NO — SKIP to e </td> </tr> <tr> <td colspan="2"></td> <td colspan="2" style="padding: 5px; text-align: right;"> b. Did this establishment sell merchandise for the account of others on a commission or brokerage basis? </td> </tr> <tr> <td colspan="2"></td> <td colspan="2" style="padding: 5px; text-align: right;"> Mil. Thou. Dol. 101 126 828 </td> </tr> <tr> <td colspan="2"></td> <td colspan="2" style="padding: 5px; text-align: right;"> c. Gross selling value of business conducted on a commission or brokerage basis for the account of others (include in Item 6c) </td> </tr> <tr> <td colspan="2"></td> <td colspan="2" style="padding: 5px; text-align: right;"> Mil. Thou. Dol. 102 126 828 </td> </tr> <tr> <td colspan="2"></td> <td colspan="2" style="padding: 5px; text-align: right;"> NOTE — If this is the only establishment of this firm skip to item 7. </td> </tr> <tr> <td colspan="2"></td> <td colspan="2" style="padding: 5px; text-align: right;"> d. Dollar volume of commissions or brokerage received on transactions reported in item 8c </td> </tr> <tr> <td colspan="2"></td> <td colspan="2" style="padding: 5px; text-align: right;"> Mil. Thou. Dol. 103 126 828 </td> </tr> <tr> <td colspan="2"></td> <td colspan="2" style="padding: 5px; text-align: right;"> e. What percentage of the products sold by this establishment did your company (including firms under common ownership or control) manufacture or mine in the United States? </td> </tr> <tr> <td colspan="2"></td> <td colspan="2" style="padding: 5px; text-align: right;"> % 105 126 828 </td> </tr> <tr> <td colspan="2"></td> <td colspan="2" style="padding: 5px; text-align: right;"> Item 7 — PAYROLL AND EMPLOYMENT </td> </tr> <tr> <td colspan="2"></td> <td colspan="2" style="padding: 5px; text-align: right;"> a. Payroll in 1987, before deductions </td> </tr> <tr> <td colspan="2"></td> <td colspan="2" style="padding: 5px; text-align: right;"> (1) Total ANNUAL payroll </td> </tr> <tr> <td colspan="2"></td> <td colspan="2" style="padding: 5px; text-align: right;"> Mil. Thou. Dol. 030 126 828 </td> </tr> <tr> <td colspan="2"></td> <td colspan="2" style="padding: 5px; text-align: right;"> (2) FIRST QUARTER payroll (Jan.—Mar.) </td> </tr> <tr> <td colspan="2"></td> <td colspan="2" style="padding: 5px; text-align: right;"> Mil. Thou. Dol. 031 126 828 </td> </tr> <tr> <td colspan="2"></td> <td colspan="2" style="padding: 5px; text-align: right;"> b. Employment in 1987 </td> </tr> <tr> <td colspan="2"></td> <td colspan="2" style="padding: 5px; text-align: right;"> Number </td> </tr> <tr> <td colspan="2"></td> <td colspan="2" style="padding: 5px; text-align: right;"> Number of paid employees for the pay period including March 12, 1987 (include both full- and part-time employees) </td> </tr> <tr> <td colspan="2"></td> <td colspan="2" style="padding: 5px; text-align: right;"> Number </td> </tr> <tr> <td colspan="2"></td> <td colspan="2" style="padding: 5px; text-align: right;"> Item 8 — EMPLOYMENT BY PRINCIPAL ACTIVITY </td> </tr> <tr> <td colspan="2"></td> <td colspan="2" style="padding: 5px; text-align: right;"> Report the approximate number of employees at this establishment according to their principal activity during the pay period including March 12, 1987. </td> </tr> <tr> <td colspan="2"></td> <td colspan="2" style="padding: 5px; text-align: right;"> a. Selling </td> </tr> <tr> <td colspan="2"></td> <td colspan="2" style="padding: 5px; text-align: right;"> 131 </td> </tr> <tr> <td colspan="2"></td> <td colspan="2" style="padding: 5px; text-align: right;"> b. Sales support (including office and clerical, warehousing, drivers, maintenance employees) </td> </tr> <tr> <td colspan="2"></td> <td colspan="2" style="padding: 5px; text-align: right;"> 132 </td> </tr> <tr> <td colspan="2"></td> <td colspan="2" style="padding: 5px; text-align: right;"> c. Central administrative and auxiliary </td> </tr> <tr> <td colspan="2"></td> <td colspan="2" style="padding: 5px; text-align: right;"> 133 </td> </tr> <tr> <td colspan="2"></td> <td colspan="2" style="padding: 5px; text-align: right;"> d. Manufacturing </td> </tr> <tr> <td colspan="2"></td> <td colspan="2" style="padding: 5px; text-align: right;"> 134 </td> </tr> <tr> <td colspan="2"></td> <td colspan="2" style="padding: 5px; text-align: right;"> e. Other — Specify </td> </tr> <tr> <td colspan="2"></td> <td colspan="2" style="padding: 5px; text-align: right;"> f. TOTAL — Sum of lines a through e should equal Item 7b → </td> </tr> <tr> <td colspan="2"></td> <td colspan="2" style="padding: 5px; text-align: right;"> 135 </td> </tr> <tr> <td colspan="2"></td> <td colspan="2" style="padding: 5px; text-align: right;"> Item 9 — OPERATING EXPENSES </td> </tr> <tr> <td colspan="2"></td> <td colspan="2" style="padding: 5px; text-align: right;"> Mil. Thou. Dol. 040 126 828 </td> </tr> <tr> <td colspan="2"></td> <td colspan="2" style="padding: 5px; text-align: right;"> TOTAL 1987 operating expenses, including payroll but excluding cost of goods sold and interest expenses. </td> </tr> <tr> <td colspan="2"></td> <td colspan="2" style="padding: 5px; text-align: right;"> Item 10 — SALES BY CUSTOMER CLASSES </td> </tr> <tr> <td colspan="2"></td> <td colspan="2" style="padding: 5px; text-align: right;"> Report in whole percents </td> </tr> <tr> <td colspan="2"></td> <td colspan="2" style="padding: 5px; text-align: right;"> Item 6a) to each of the customer classes listed. </td> </tr> <tr> <td colspan="2"></td> <td colspan="2" style="padding: 5px; text-align: right;"> a. To farmers (for farm use) </td> </tr> <tr> <td colspan="2"></td> <td colspan="2" style="padding: 5px; text-align: right;"> 141 </td> </tr> <tr> <td colspan="2"></td> <td colspan="2" style="padding: 5px; text-align: right;"> b. To builders and contractors </td> </tr> <tr> <td colspan="2"></td> <td colspan="2" style="padding: 5px; text-align: right;"> 142 </td> </tr> <tr> <td colspan="2"></td> <td colspan="2" style="padding: 5px; text-align: right;"> c. Export sales </td> </tr> <tr> <td colspan="2"></td> <td colspan="2" style="padding: 5px; text-align: right;"> 143 </td> </tr> <tr> <td colspan="2"></td> <td colspan="2" style="padding: 5px; text-align: right;"> d. To retailers and repair shops </td> </tr> <tr> <td colspan="2"></td> <td colspan="2" style="padding: 5px; text-align: right;"> 144 </td> </tr> <tr> <td colspan="2"></td> <td colspan="2" style="padding: 5px; text-align: right;"> e. To wholesale establishments </td> </tr> <tr> <td colspan="2"></td> <td colspan="2" style="padding: 5px; text-align: right;"> 145 </td> </tr> <tr> <td colspan="2"></td> <td colspan="2" style="padding: 5px; text-align: right;"> f. To household consumers and individual users </td> </tr> <tr> <td colspan="2"></td> <td colspan="2" style="padding: 5px; text-align: right;"> 146 </td> </tr> <tr> <td colspan="2"></td> <td colspan="2" style="padding: 5px; text-align: right;"> g. To industrial users (manufacturing and mining) </td> </tr> <tr> <td colspan="2"></td> <td colspan="2" style="padding: 5px; text-align: right;"> 147 </td> </tr> <tr> <td colspan="2"></td> <td colspan="2" style="padding: 5px; text-align: right;"> h. To institutional, commercial, and professional users </td> </tr> <tr> <td colspan="2"></td> <td colspan="2" style="padding: 5px; text-align: right;"> 148 </td> </tr> <tr> <td colspan="2"></td> <td colspan="2" style="padding: 5px; text-align: right;"> i. To governmental bodies (federal, state, and local) </td> </tr> <tr> <td colspan="2"></td> <td colspan="2" style="padding: 5px; text-align: right;"> j. TOTAL — Sum of lines a through i should add to 100% → </td> </tr> <tr> <td colspan="2"></td> <td colspan="2" style="padding: 5px; text-align: right;"> 100% </td> </tr> </table> | | | | Item 2 — PHYSICAL LOCATION OF ESTABLISHMENT <i>Answer items a, b, c, and d</i> NOTE: P.O. boxes or rural routes are not physical locations. | | Item 6 — DOLLAR VOLUME OF BUSINESS IN 1987 | | a. <input type="checkbox"/> Same as shown in mailing label. If different, indicate change. <input checked="" type="checkbox"/> | | a. Sales of merchandise and other operating receipts (including the gross selling value of business conducted for the account of others) | | | | Mil. Thou. Dol. 100 126 828 | | | | 1 <input type="checkbox"/> YES — Go to c 2 <input type="checkbox"/> NO — SKIP to e | | | | b. Did this establishment sell merchandise for the account of others on a commission or brokerage basis? | | | | Mil. Thou. Dol. 101 126 828 | | | | c. Gross selling value of business conducted on a commission or brokerage basis for the account of others (include in Item 6c) | | | | Mil. Thou. Dol. 102 126 828 | | | | NOTE — If this is the only establishment of this firm skip to item 7. | | | | d. Dollar volume of commissions or brokerage received on transactions reported in item 8c | | | | Mil. Thou. Dol. 103 126 828 | | | | e. What percentage of the products sold by this establishment did your company (including firms under common ownership or control) manufacture or mine in the United States? | | | | % 105 126 828 | | | | Item 7 — PAYROLL AND EMPLOYMENT | | | | a. Payroll in 1987, before deductions | | | | (1) Total ANNUAL payroll | | | | Mil. Thou. Dol. 030 126 828 | | | | (2) FIRST QUARTER payroll (Jan.—Mar.) | | | | Mil. Thou. Dol. 031 126 828 | | | | b. Employment in 1987 | | | | Number | | | | Number of paid employees for the pay period including March 12, 1987 (include both full- and part-time employees) | | | | Number | | | | Item 8 — EMPLOYMENT BY PRINCIPAL ACTIVITY | | | | Report the approximate number of employees at this establishment according to their principal activity during the pay period including March 12, 1987. | | | | a. Selling | | | | 131 | | | | b. Sales support (including office and clerical, warehousing, drivers, maintenance employees) | | | | 132 | | | | c. Central administrative and auxiliary | | | | 133 | | | | d. Manufacturing | | | | 134 | | | | e. Other — Specify | | | | f. TOTAL — Sum of lines a through e should equal Item 7b → | | | | 135 | | | | Item 9 — OPERATING EXPENSES | | | | Mil. Thou. Dol. 040 126 828 | | | | TOTAL 1987 operating expenses, including payroll but excluding cost of goods sold and interest expenses. | | | | Item 10 — SALES BY CUSTOMER CLASSES | | | | Report in whole percents | | | | Item 6a) to each of the customer classes listed. | | | | a. To farmers (for farm use) | | | | 141 | | | | b. To builders and contractors | | | | 142 | | | | c. Export sales | | | | 143 | | | | d. To retailers and repair shops | | | | 144 | | | | e. To wholesale establishments | | | | 145 | | | | f. To household consumers and individual users | | | | 146 | | | | g. To industrial users (manufacturing and mining) | | | | 147 | | | | h. To institutional, commercial, and professional users | | | | 148 | | | | i. To governmental bodies (federal, state, and local) | | | | j. TOTAL — Sum of lines a through i should add to 100% → | | | | 100% | |
| Item 2 — PHYSICAL LOCATION OF ESTABLISHMENT <i>Answer items a, b, c, and d</i> NOTE: P.O. boxes or rural routes are not physical locations. | | Item 6 — DOLLAR VOLUME OF BUSINESS IN 1987 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| a. <input type="checkbox"/> Same as shown in mailing label. If different, indicate change. <input checked="" type="checkbox"/> | | a. Sales of merchandise and other operating receipts (including the gross selling value of business conducted for the account of others) | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| | | Mil. Thou. Dol. 100 126 828 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| | | 1 <input type="checkbox"/> YES — Go to c 2 <input type="checkbox"/> NO — SKIP to e | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| | | b. Did this establishment sell merchandise for the account of others on a commission or brokerage basis? | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| | | Mil. Thou. Dol. 101 126 828 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| | | c. Gross selling value of business conducted on a commission or brokerage basis for the account of others (include in Item 6c) | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| | | Mil. Thou. Dol. 102 126 828 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| | | NOTE — If this is the only establishment of this firm skip to item 7. | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| | | d. Dollar volume of commissions or brokerage received on transactions reported in item 8c | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| | | Mil. Thou. Dol. 103 126 828 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| | | e. What percentage of the products sold by this establishment did your company (including firms under common ownership or control) manufacture or mine in the United States? | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| | | % 105 126 828 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| | | Item 7 — PAYROLL AND EMPLOYMENT | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| | | a. Payroll in 1987, before deductions | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| | | (1) Total ANNUAL payroll | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| | | Mil. Thou. Dol. 030 126 828 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| | | (2) FIRST QUARTER payroll (Jan.—Mar.) | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| | | Mil. Thou. Dol. 031 126 828 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| | | b. Employment in 1987 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
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| | | Number of paid employees for the pay period including March 12, 1987 (include both full- and part-time employees) | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| | | Number | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| | | Item 8 — EMPLOYMENT BY PRINCIPAL ACTIVITY | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| | | Report the approximate number of employees at this establishment according to their principal activity during the pay period including March 12, 1987. | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| | | a. Selling | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
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| | | b. Sales support (including office and clerical, warehousing, drivers, maintenance employees) | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
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| | | c. Central administrative and auxiliary | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
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| | | d. Manufacturing | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
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| | | e. Other — Specify | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| | | f. TOTAL — Sum of lines a through e should equal Item 7b → | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
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| | | Item 9 — OPERATING EXPENSES | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| | | Mil. Thou. Dol. 040 126 828 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| | | TOTAL 1987 operating expenses, including payroll but excluding cost of goods sold and interest expenses. | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| | | Item 10 — SALES BY CUSTOMER CLASSES | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| | | Report in whole percents | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| | | Item 6a) to each of the customer classes listed. | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| | | a. To farmers (for farm use) | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
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| | | b. To builders and contractors | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
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| | | c. Export sales | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| | | 143 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| | | d. To retailers and repair shops | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| | | 144 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| | | e. To wholesale establishments | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| | | 145 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| | | f. To household consumers and individual users | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| | | 146 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| | | g. To industrial users (manufacturing and mining) | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| | | 147 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| | | h. To institutional, commercial, and professional users | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| | | 148 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| | | i. To governmental bodies (federal, state, and local) | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| | | j. TOTAL — Sum of lines a through i should add to 100% → | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| | | 100% | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| PENALTY FOR FAILURE TO REPORT | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| CONTINUE ON PAGE 2 → | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |

| Item 11 – TYPE OF OPERATION <i>Mark (X) the ONE box which best describes the basis on which the MAJOR portion of your business was conducted in 1987.</i> | | | | b. Does this company own or control any other company or companies? 060 098 1 <input type="checkbox"/> YES → 2 <input type="checkbox"/> NO ENTER OWNED OR CONTROLLED COMPANY NAME, ADDRESS, AND ZIP CODE EI No. (9 digits) _____ | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
|---|----------|------|---------|---|------|--|--|-----------------------------|----------|------|---------|-------|-------|------|---------|-----|--|--|-------|-------|--|--|--|--|--|--|--|-----|--|--|--|----------------|--|--|--|--|--|--|--|-----|--|--|--|------|--|--|--|--|--|-----|--|-----|--|--|--|-----|--|--|--|--|--|
| a. Merchant (buying and selling on own account) (1) Importer <input type="checkbox"/> 12 (2) Exporter <input type="checkbox"/> 13 (3) Merchant <input type="checkbox"/> 11 b. Manufacturers' sales branches and offices <input type="checkbox"/> 20 c. Agent, broker, commission merchant (1) Auction company <input type="checkbox"/> 41 (2) Broker (representing buyers or sellers) <input type="checkbox"/> 42 (3) Commission merchant <input type="checkbox"/> 43 (4) Import agent <input type="checkbox"/> 44 (5) Export agent <input type="checkbox"/> 45 (6) Manufacturers' agent <input type="checkbox"/> 46 | | | | c. How many establishments were operated under the EI Number shown in the address label (or as corrected in item 1) at the end of 1987? _____ Number 078 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| | | | | If more than one, provide the physical location address and other information indicated below for each establishment. The headquarters location should be listed on line 1, followed by other locations. If book figures are not available, estimates are acceptable. Continue with same format on a separate sheet if necessary. | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| | | | | <table border="1"> <thead> <tr> <th colspan="2">NAME, ADDRESS, AND ZIP CODE</th> <th>1987</th> <th>Mil.</th> <th>Thou.</th> <th>Dol.</th> </tr> </thead> <tbody> <tr> <td colspan="2"></td> <td>081</td> <td></td> <td></td> <td></td> </tr> <tr> <td colspan="2">Sales</td> <td></td> <td></td> <td></td> <td></td> </tr> <tr> <td colspan="2"></td> <td>082</td> <td></td> <td></td> <td></td> </tr> <tr> <td colspan="2">Annual payroll</td> <td></td> <td></td> <td></td> <td></td> </tr> <tr> <td colspan="2"></td> <td>088</td> <td></td> <td></td> <td></td> </tr> <tr> <td colspan="2">Cen-</td> <td></td> <td></td> <td></td> <td></td> </tr> <tr> <td colspan="2">sus</td> <td>089</td> <td></td> <td></td> <td></td> </tr> <tr> <td colspan="2">use</td> <td></td> <td></td> <td></td> <td></td> </tr> </tbody> </table> | | | | NAME, ADDRESS, AND ZIP CODE | | 1987 | Mil. | Thou. | Dol. | | | 081 | | | | Sales | | | | | | | | 082 | | | | Annual payroll | | | | | | | | 088 | | | | Cen- | | | | | | sus | | 089 | | | | use | | | | | |
| NAME, ADDRESS, AND ZIP CODE | | 1987 | Mil. | Thou. | Dol. | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| | | 081 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| Sales | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| | | 082 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| Annual payroll | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| | | 088 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| Cen- | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| sus | | 089 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| use | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| Item 12 – KIND OF BUSINESS <i>Mark (X) the ONE box which best describes the PRINCIPAL kind of business of this establishment in 1987.</i> 070 (Categories appropriate to individual form) | | | | KIND-OF-BUSINESS DESCRIPTION TYPE OF OPERATION (Choose from Item 11) | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| | | | | <table border="1"> <thead> <tr> <th colspan="2">NAME, ADDRESS, AND ZIP CODE</th> <th>1987</th> <th>Mil.</th> <th>Thou.</th> <th>Dol.</th> </tr> </thead> <tbody> <tr> <td colspan="2"></td> <td>081</td> <td></td> <td></td> <td></td> </tr> <tr> <td colspan="2">Sales</td> <td></td> <td></td> <td></td> <td></td> </tr> <tr> <td colspan="2"></td> <td>082</td> <td></td> <td></td> <td></td> </tr> <tr> <td colspan="2">Annual payroll</td> <td></td> <td></td> <td></td> <td></td> </tr> <tr> <td colspan="2"></td> <td>088</td> <td></td> <td></td> <td></td> </tr> <tr> <td colspan="2">Cen-</td> <td></td> <td></td> <td></td> <td></td> </tr> <tr> <td colspan="2">sus</td> <td>089</td> <td></td> <td></td> <td></td> </tr> <tr> <td colspan="2">use</td> <td></td> <td></td> <td></td> <td></td> </tr> </tbody> </table> | | | | NAME, ADDRESS, AND ZIP CODE | | 1987 | Mil. | Thou. | Dol. | | | 081 | | | | Sales | | | | | | | | 082 | | | | Annual payroll | | | | | | | | 088 | | | | Cen- | | | | | | sus | | 089 | | | | use | | | | | |
| NAME, ADDRESS, AND ZIP CODE | | 1987 | Mil. | Thou. | Dol. | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| | | 081 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| Sales | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| | | 082 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| Annual payroll | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| | | 088 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| Cen- | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| sus | | 089 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| use | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| | | | | Please attach a separate sheet for any explanations that may be essential in understanding your reported data. | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| | | | | REMARKS — Please use this space for any explanations that may be essential in understanding your reported data. | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| HOW TO REPORT PERCENTS | | | | Item 13 – COMMODITY LINES Report sales either in dollar figures (see example on page 1) or as a percent (in whole percents) of total sales (see example below). Report the fair sales value of merchandise marketed under capital, finance, or full payout leases and report the rental receipts derived in 1987 from merchandise under operating leases. | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| If figure is 38.76% of total sales: • Report whole percents Not acceptable | | | | <table border="1"> <thead> <tr> <th>Mil.</th> <th>Thou.</th> <th>Dol.</th> <th>Percent</th> </tr> </thead> <tbody> <tr> <td colspan="3"></td> <td>39</td> </tr> <tr> <td colspan="3"></td> <td>38.76</td> </tr> </tbody> </table> | | | | Mil. | Thou. | Dol. | Percent | | | | 39 | | | | 38.76 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| Mil. | Thou. | Dol. | Percent | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| | | | 39 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| | | | 38.76 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| Commodity lines | | | | Estimated sales during 1987 <table border="1"> <thead> <tr> <th>Cen-</th> <th>Estimate</th> <th>sus</th> <th>use</th> </tr> <tr> <th>Mil.</th> <th>Thou.</th> <th>Dol.</th> <th>Percent</th> </tr> </thead> <tbody> <tr> <td colspan="3"></td> <td>38.76</td> </tr> </tbody> </table> | | | | Cen- | Estimate | sus | use | Mil. | Thou. | Dol. | Percent | | | | 38.76 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| Cen- | Estimate | sus | use | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| Mil. | Thou. | Dol. | Percent | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| | | | 38.76 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| (Categories appropriate to individual form) | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| NOTE <i>Answer item 14 only if your Census File Number (CFN), shown in the address label of this report form, begins with a zero.</i> | | | | Item 15 – CERTIFICATION — This report is substantially accurate and has been prepared in accordance with instructions. | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| Item 14 – OWNERSHIP, CONTROL, AND LOCATIONS OF OPERATION | | | | Period covered by this report → FROM: _____ Mo. _____ Year _____ TO: _____ Mo. _____ Year _____ Name of person to contact regarding this report — Print or type _____ Telephone → Area code _____ Number _____ Extension _____ Signature of authorized person _____ Date _____ | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| a. Is this company owned or controlled by another company? 097 1 <input type="checkbox"/> YES → 2 <input type="checkbox"/> NO EI No. (9 digits) _____ | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |

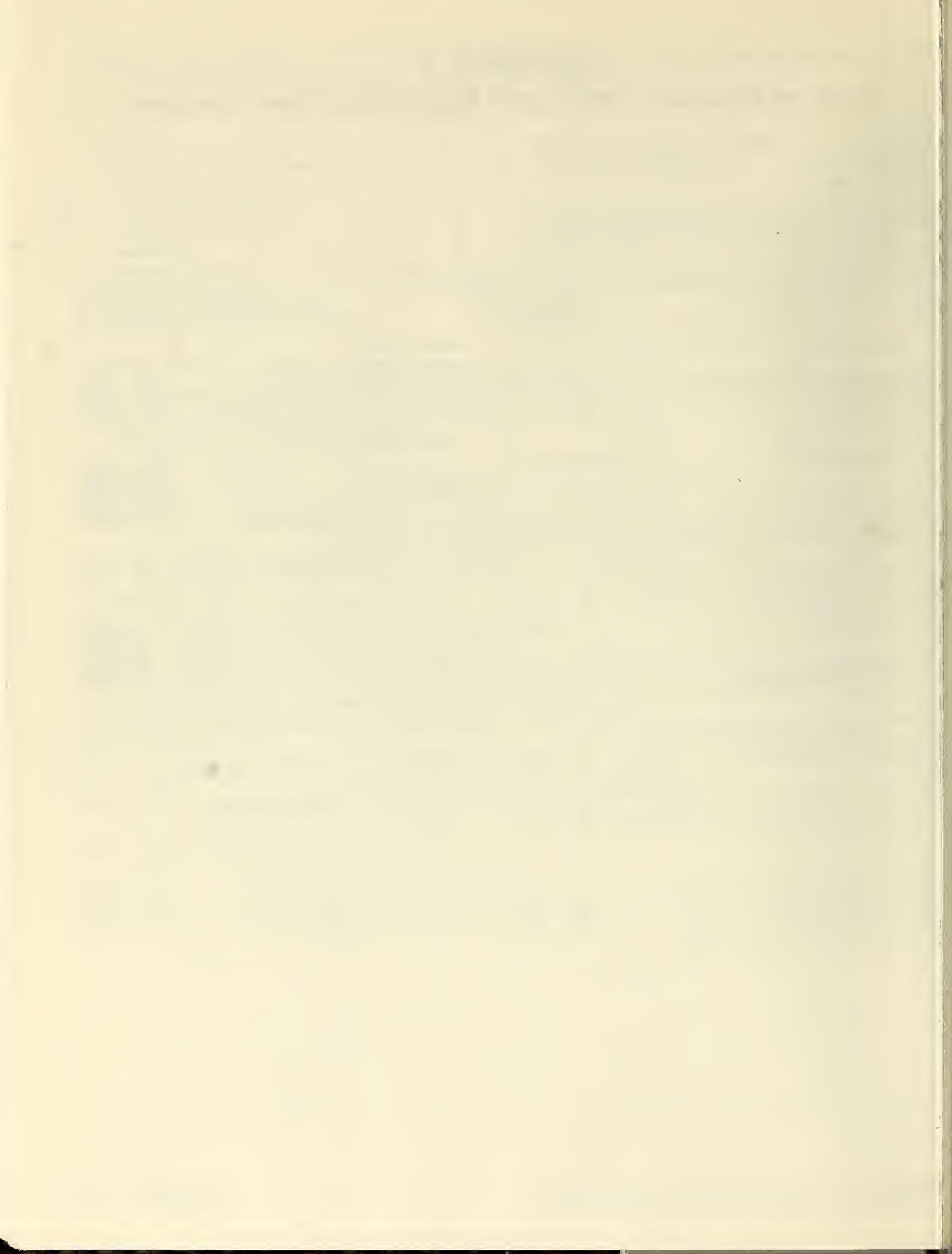
APPENDIX C.

Kind-of-Business Titles and Reporting-Form Numbers

[Listed below are wholesale kind-of-business titles and their corresponding reporting-form numbers. Requests for copies of any of these forms, including the inquiries used to classify establishment by kind of business, should be directed to the Business Division, Bureau of the Census, Washington, DC 20233]

| 1987 SIC code | Title | Standard form CB- | Short form CB- | 1987 SIC code | Title | Standard form CB- | Short form CB- |
|---------------------|---|----------------------|-------------------|---------------------|--|----------------------|-------------------|
| | DURABLE GOODS | | | | DURABLE GOODS—Con. | | |
| 501 | Motor vehicles and motor vehicle parts and supplies: | | | 509 | Miscellaneous durable goods: | | |
| 5012 | Automobiles and other motor vehicles ----- | 5012 | 5003 | 5091 | Sporting and recreational goods and supplies ----- | 5041 | 5003 |
| 5013 | Motor vehicle supplies and new parts ----- | 5013 | 5003 | 5092 | Toys and hobby goods and supplies ----- | 5041 | 5003 |
| 5014 | Tires and tubes ----- | 5013 | 5003 | 5093 | Scrap and waste materials ----- | 5093 | 5003 |
| 5015 | Motor vehicle parts, used ----- | 5013 | 5003 | 5094 | Jewelry, watches, precious stones, and precious metals ----- | 5094 | 5003 |
| | | | | 5099 | Durable goods, n.e.c.----- | 5099 | 5003 |
| 502 | Furniture and homefurnishings: | | | | NONDURABLE GOODS | | |
| 5021 | Furniture ----- | 5021 | 5001 | 511 | Paper and paper products: | | |
| 5023 | Homefurnishings ----- | 5021 | 5001 | 5111 | Printing and writing paper ----- | 5111 | 5102 |
| | | | | 5112 | Stationery and office supplies ----- | 5111 | 5102 |
| | | | | 5113 | Industrial and personal service paper ----- | 5111 | 5102 |
| 503 | Lumber and other construction materials: | | | | Drugs, drug proprietaries, and druggists' sundries: | | |
| 5031 | Lumber, plywood, millwork, and wood panels ----- | 5031 | 5001 | 512 | Drugs, drug proprietaries, and druggists' sundries ----- | 5122 | 5102 |
| 5032 | Brick, stone, and related construction materials ----- | 5031 | 5001 | 5122 | | | |
| 5033 | Roofing, siding, and insulation materials ----- | 5031 | 5001 | 5123 | | | |
| 5039 | Construction materials, n.e.c.----- | 5031 | 5001 | 513 | Apparel, piece goods, and notions: | | |
| | | | | 5131 | Piece goods, notions, and other dry goods ----- | 5133 | 5102 |
| | | | | 5136 | Men's and boys' clothing and furnishings ----- | 5136 | 5102 |
| | | | | 5137 | Women's, children's and infants' clothing and accessories ----- | 5136 | 5102 |
| | | | | 5139 | Footwear ----- | 5136 | 5102 |
| 504 | Professional and commercial equipment and supplies: | | | | Groceries and related products: | | |
| 5043 | Photographic equipment and supplies ----- | 5041 | 5003 | 514 | Groceries, general line ----- | 5141 | 5101 |
| 5044 | Office equipment ----- | 5081 | 5002 | 5141 | Packaged frozen foods ----- | 5142 | 5101 |
| 5045 | Computers and computer peripheral equipment and software ----- | 5081 | 5002 | 5142 | Dairy products, except dried or canned ----- | 5143 | 5101 |
| 5046 | Commercial equipment, n.e.c. ----- | 5081 | 5002 | 5143 | Poultry and poultry products ----- | 5144 | 5101 |
| 5047 | Medical, dental, and hospital equipment and supplies ----- | 5086 | 5002 | 5144 | Confectionery ----- | 5145 | 5101 |
| 5048 | Ophthalmic goods ----- | 5086 | 5002 | 5145 | Fish and seafoods ----- | 5146 | 5101 |
| 5049 | Professional equipment and supplies, n.e.c.----- | 5086 | 5002 | 5146 | Meats and meat products ----- | 5147 | 5101 |
| | | | | 5147 | Fresh fruits and vegetables ----- | 5148 | 5101 |
| | | | | 5148 | Groceries and related products, n.e.c.----- | 5141 | 5101 |
| 505 | Metals and minerals, except petroleum: | | | 515 | Farm-product raw materials: | | |
| 5051 | Metals service centers and offices ----- | 5051 | 5003 | 5153 | Grain and field beans ----- | 5152 | 5103 |
| 5052 | Coal and other minerals and ores ----- | 5052 | 5003 | 5154 | Livestock ----- | 5154 | 5103 |
| | | | | 5159 | Farm-product raw materials, n.e.c.----- | 5152 | 5103 |
| 506 | Electrical goods: | | | | Chemicals and allied products: | | |
| 5063 | Electrical apparatus and equipment, wiring supplies, and construction materials ----- | 5063 | 5001 | 516 | Plastics materials and basic forms and shapes ----- | 5161 | 5102 |
| | | | | 5162 | Chemicals and allied products, n.e.c.----- | 5161 | 5102 |
| 5064 | Electrical appliances, television and radio sets ----- | 5063 | 5001 | 5169 | | | |
| 5065 | Electronic parts and equipment, n.e.c.----- | 5063 | 5001 | | | | |
| 507 | Hardware, and plumbing and heating equipment and supplies: | | | 517 | Petroleum and petroleum products: | | |
| 5072 | Hardware ----- | 5072 | 5001 | 5171 | Petroleum bulk stations and terminals ----- | 5171 | 1NA |
| 5074 | Plumbing and heating equipment and supplies (hydronics) ----- | 5072 | 5001 | 5172 | Petroleum and petroleum products wholesalers, except bulk stations and terminals ----- | 5171 | 1NA |
| 5075 | Warm air heating and air-conditioning equipment and supplies ----- | 5072 | 5001 | | | | |
| 5078 | Refrigeration equipment and supplies ----- | 5072 | 5001 | 518 | Beer, wine, and distilled alcoholic beverages: | | |
| | | | | 5181 | Beer and ale ----- | 5181 | 5103 |
| | | | | 5182 | Wine and distilled alcoholic beverages ----- | 5181 | 5103 |
| 508 | Machinery, equipment, and supplies: | | | | Miscellaneous nondurable goods: | | |
| 5082 | Construction and mining (except petroleum) machinery and equipment ----- | 5082 | 5002 | 519 | Farm supplies ----- | 5191 | 5102 |
| | | | | 5191 | Books, periodicals, and newspapers ----- | 5199 | 5102 |
| 5083 | Farm and garden machinery and equipment ----- | 5083 | 5002 | 5192 | Flowers, nursery stock, and florists' supplies ----- | 5199 | 5102 |
| 5084 | Industrial machinery and equipment ----- | 5084 | 5002 | 5193 | Tobacco and tobacco products ----- | 5194 | 5102 |
| 5085 | Industrial supplies ----- | 5085 | 5002 | 5194 | Paints, varnishes, and supplies ----- | 5198 | 5102 |
| 5087 | Service establishment equipment and supplies ----- | 5087 | 5002 | 5198 | Nondurable goods, n.e.c.----- | 5199 | 5102 |
| 5088 | Transportation equipment and supplies, except motor vehicles ----- | 5088 | 5002 | 5199 | | | |

¹Petroleum wholesalers were all sent form CB-5171.



APPENDIX D. Metropolitan Statistical Areas

[Titles and definitions shown for MSA's, PMSA's, and CMSA's are those established by the Office of Management and Budget, as of June 30, 1987]

DELAWARE

Philadelphia-Wilmington-Trenton, PA-NJ-DE-MD CMSA

Philadelphia, PA-NJ PMSA

Burlington County, NJ

Camden County, NJ

Gloucester County, NJ

Bucks County, PA

Chester County, PA

Delaware County, PA

Montgomery County, PA

Philadelphia County, PA

Trenton, NJ PMSA

Mercer County, NJ

Vineland-Millville-Bridgeton, NJ PMSA

Cumberland County, NJ

Wilmington, DE-NJ-MD PMSA

New Castle County, DE

Cecil County, MD

Salem County, NJ

Wilmington, DE-NJ-MD PMSA—see Philadelphia-Wilmington-

Trenton, PA-NJ-DE-MD CMSA

APPENDIX E.

Percent of Sales Data Based on Administrative Records and Estimation for the State: 1987

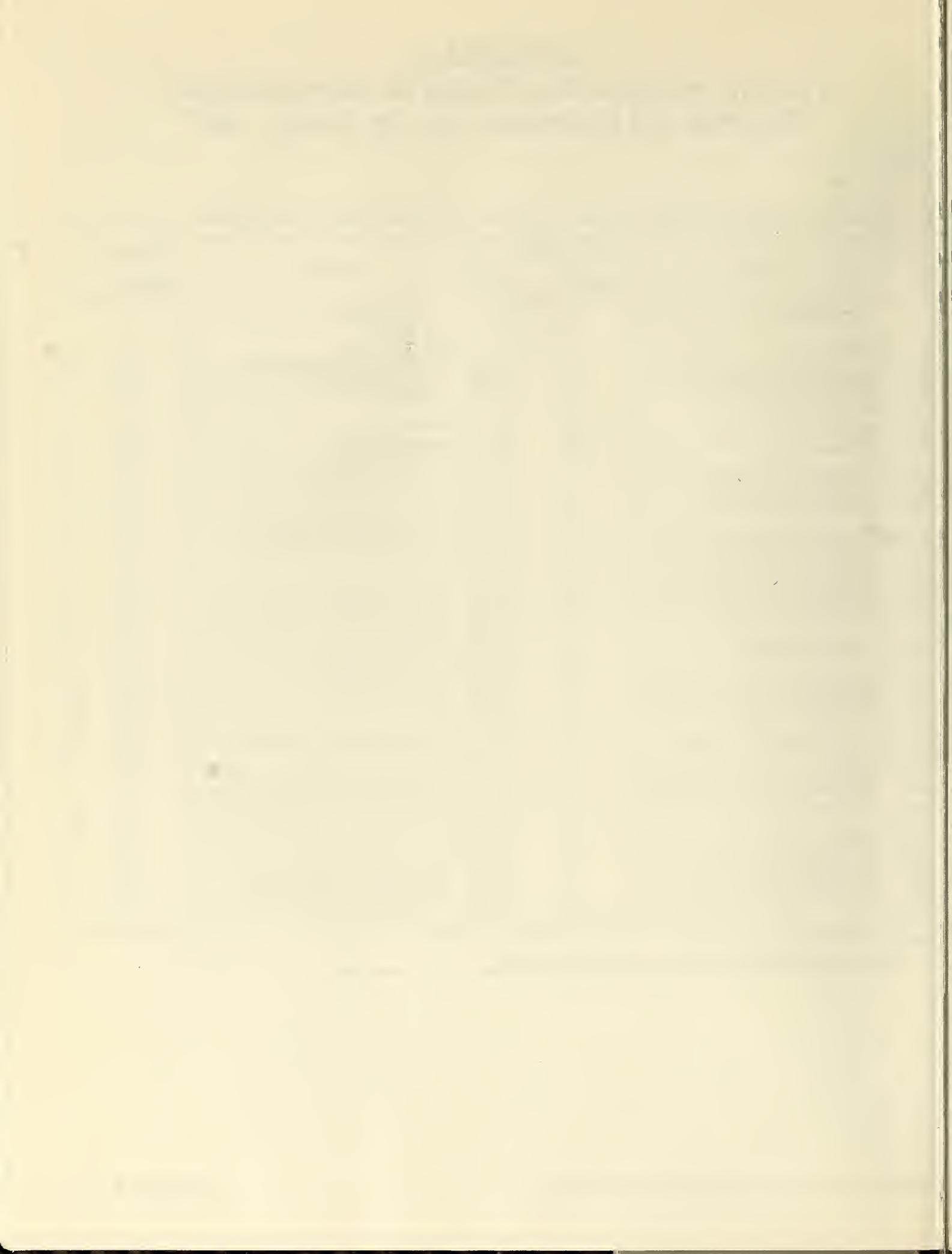
[For meaning of abbreviations and symbols and for more information on reliability of data, see introductory text. For explanation of terms and comparability of 1982 and 1987 censuses, see appendix A]

| 1987 SIC code | Kind of business | Percent of sales\$— | | Kind of business | Percent of sales\$— | |
|---------------------|---|--|------------------------|--|--|------------------------|
| | | From administra- tive records ¹ | Estimated ² | | From administra- tive records ¹ | Estimated ² |
| | Wholesale trade ----- | 0 | 0 | Wholesale trade—Con. | | |
| 50 | Durable goods ----- | 0 | 0 | Durable goods—Con. | | |
| 501 | Motor vehicles and motor vehicle parts and supplies ----- | 0 | 509 | Miscellaneous durable goods ----- | (D) | (D) |
| 5012 | Automobiles and other motor vehicles ----- | 0 | 5091 | Sporting and recreational goods and supplies ----- | (D) | (D) |
| 5013 | Motor vehicle supplies and new parts ----- | 0 | 5092 | Toys and hobby goods and supplies ----- | (D) | (D) |
| 5014 | Tires and tubes ----- | 0 | 5093 | Scrap and waste materials ----- | 0 | 1 |
| 5015 | Motor vehicle parts, used ----- | 0 | 5094 | Jewelry, watches, precious stones, and precious metals ----- | 0 | 1 |
| | | 0 | 5099 | Durable goods, n.e.c. ----- | 0 | 0 |
| 502 | Furniture and homefurnishings ----- | (D) | 51 | Nondurable goods ----- | 0 | 0 |
| 5021 | Furniture ----- | (D) | 511 | Paper and paper products ----- | 1 | 0 |
| 5023 | Homefurnishings ----- | 0 | 5111 | Printing and writing paper ----- | (D) | (D) |
| | | 0 | 5112 | Stationery and office supplies ----- | (D) | (D) |
| | | 0 | 5113 | Industrial and personal service paper ----- | 0 | 0 |
| 503 | Lumber and other construction materials ----- | 0 | 0 | Drugs, drug proprietaries, and druggists' sundries ----- | 0 | 0 |
| 5031 | Lumber, plywood, millwork, and wood panels ----- | 0 | 1 | Drugs, drug proprietaries, and druggists' sundries ----- | 0 | 0 |
| 5032 | Brick, stone, and related construction materials ----- | 0 | 512 | Apparel, piece goods, and notions ----- | 0 | 0 |
| 5033 | Roofing, siding, and insulation materials ----- | 0 | 5122 | Piece goods, notions, and other dry goods ----- | (D) | (D) |
| 5039 | Construction materials, n.e.c. ----- | 6 | 0 | Men's and boys' clothing and furnishings ----- | (D) | (D) |
| | | 0 | 513 | Women's, children's and infants' clothing and accessories ----- | (D) | (D) |
| 504 | Professional and commercial equipment and supplies ----- | 0 | 5136 | Footwear ----- | 0 | 0 |
| 5043 | Photographic equipment and supplies ----- | 0 | 5137 | Groceries and related products ----- | 0 | 0 |
| 5044 | Office equipment ----- | 0 | 0 | Groceries, general line ----- | 0 | 0 |
| 5045 | Computers and computer peripheral equipment and software ----- | 0 | 2 | Packaged frozen foods ----- | (D) | (D) |
| 5046 | Commercial equipment, n.e.c. ----- | (D) | 514 | Dairy products, except dried or canned ----- | (D) | (D) |
| 5047 | Medical, dental, and hospital equipment and supplies ----- | 0 | 5141 | Poultry and poultry products ----- | (D) | (D) |
| 5048 | Ophthalmic goods ----- | (D) | 5142 | Confectionery ----- | 5 | 0 |
| 5049 | Professional equipment and supplies, n.e.c. ----- | 0 | 5143 | Fish and seafoods ----- | (D) | (D) |
| | | 0 | 5144 | Meats and meat products ----- | 1 | 1 |
| 505 | Metals and minerals, except petroleum ----- | 0 | 5145 | Fresh fruits and vegetables ----- | 2 | 0 |
| 5051 | Metals service centers and offices ----- | (D) | 5146 | Groceries and related products, n.e.c. ----- | 0 | 0 |
| 5052 | Coal and other minerals and ores ----- | (D) | 5147 | | | |
| | | (D) | 5148 | | | |
| | | (D) | 5149 | | | |
| 506 | Electrical goods ----- | 0 | 0 | | | |
| 5063 | Electrical apparatus and equipment, wiring supplies, and construction materials ----- | 0 | 515 | | | |
| 5064 | Electrical appliances, television and radio sets ----- | (D) | 5153 | | | |
| 5065 | Electronic parts and equipment, n.e.c. ----- | (D) | 5154 | | | |
| | | (D) | 5159 | | | |
| 507 | Hardware, and plumbing and heating equipment and supplies ----- | 0 | 0 | | | |
| 5072 | Hardware ----- | 0 | 516 | | | |
| 5074 | Plumbing and heating equipment and supplies (hydraulics) ----- | 0 | 5162 | | | |
| | | 0 | 5169 | | | |
| 5075 | Warm air heating and air-conditioning equipment and supplies ----- | 0 | 517 | | | |
| | | 1 | 5171 | Petroleum and petroleum products ----- | 0 | 1 |
| 5078 | Refrigeration equipment and supplies ----- | 1 | 0 | Petroleum bulk stations and terminals ----- | 0 | 1 |
| | | 0 | 5172 | Petroleum and petroleum products wholesalers, except bulk stations and terminals ----- | 1 | 0 |
| 508 | Machinery, equipment, and supplies ----- | 0 | 0 | Beer, wine, and distilled alcoholic beverages ----- | (D) | (D) |
| 5082 | Construction and mining (except petroleum) machinery and equipment ----- | 0 | 518 | Beer and ale ----- | (D) | (D) |
| | | 0 | 5181 | Wine and distilled alcoholic beverages ----- | (D) | (D) |
| | | 0 | 5182 | | | |
| 5083 | Farm and garden machinery and equipment ----- | 0 | 1 | | | |
| 5084 | Industrial machinery and equipment ----- | 0 | 519 | Miscellaneous nondurable goods ----- | (D) | (D) |
| 5085 | Industrial supplies ----- | 0 | 5191 | Farm supplies ----- | 0 | 1 |
| 5087 | Service establishment equipment and supplies ----- | 2 | 0 | Books, periodicals, and newspapers ----- | (D) | (D) |
| 5088 | Transportation equipment and supplies, except motor vehicles ----- | 0 | 5192 | Flowers, nursery stock, and florists' supplies ----- | (D) | (D) |
| | | 0 | 5193 | Tobacco and tobacco products ----- | 1 | 0 |
| | | 0 | 5194 | Paints, varnishes, and supplies ----- | 0 | 0 |
| | | 0 | 5198 | Nondurable goods, n.e.c. ----- | 1 | 2 |

‡ Coverage symbols: 0—Less than 10 percent; 1—10 to 19 percent; 2—20 to 29 percent; 3—30 to 39 percent; 4—40 to 49 percent; 5—50 to 59 percent; 6—60 to 69 percent; 7—70 to 79 percent; 8—80 to 89 percent; 9—90 percent or more.

¹Includes sales information obtained from administrative records of other Federal agencies.

²Includes sales information which was imputed based on historic company ratios or administrative records, or on industry averages.



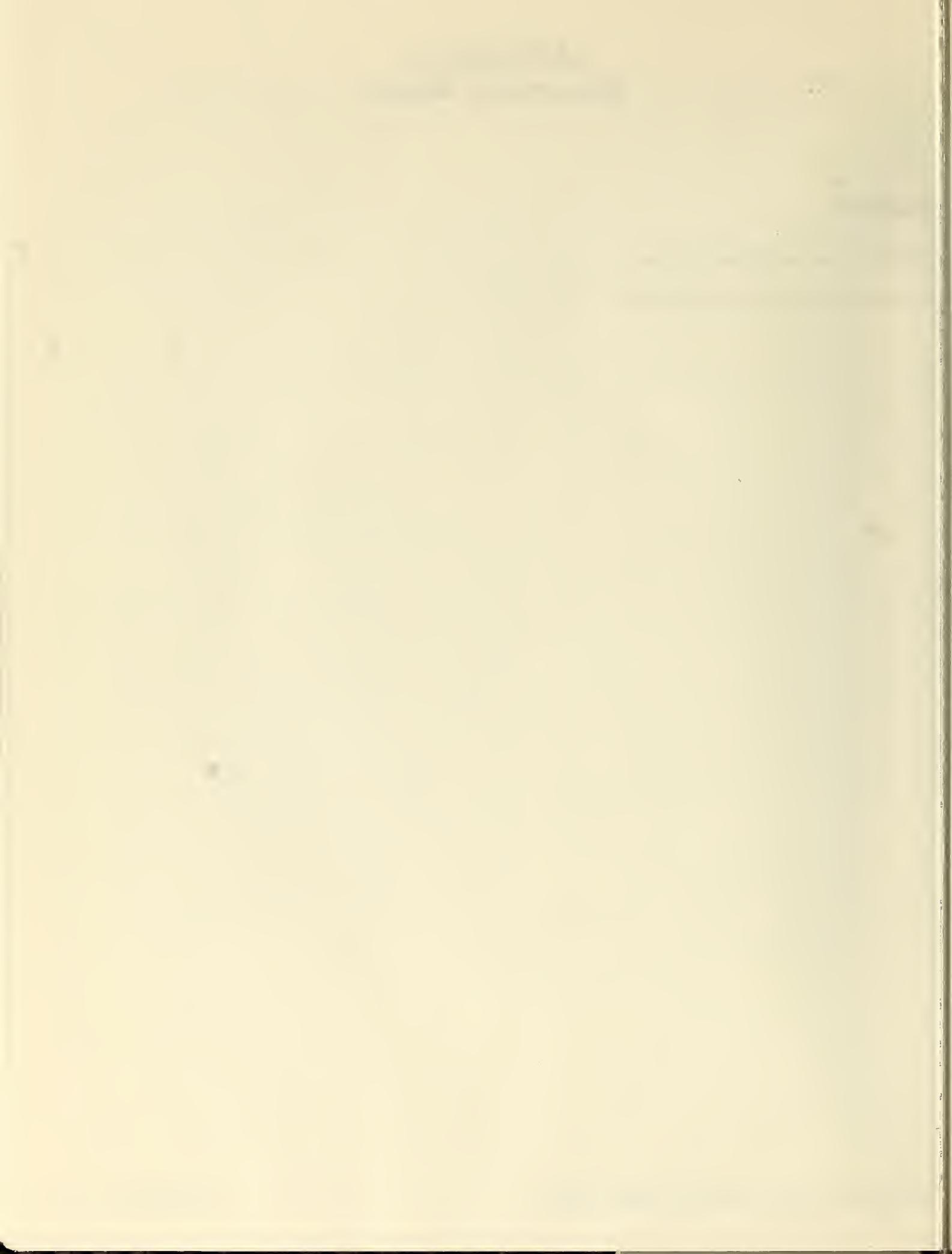
APPENDIX F.

Geographic Notes

DELAWARE

Milford is in Kent and Sussex Counties.

Smyrna is in Kent and New Castle Counties.



APPENDIX G.

Establishments in Business Any Time During Year and Establishments in Business at End of Year Based on 1972 Standard Industrial Classifications for the State: 1987 and 1982

[For meaning of abbreviations and symbols, see introductory text. For explanation of terms and comparability of 1982 and 1987 censuses, including revised methodology for presenting establishment counts, see appendix A.]

| 1972 SIC code | 1987 SIC code | Kind of business | Establishments in business — | | | |
|---------------------|---------------------|---|------------------------------|------|----------------|------|
| | | | Any time during year | | At end of year | |
| | | | 1987 | 1982 | 1987 | 1982 |
| | | Wholesale trade ----- | 985 | 858 | 941 | 819 |
| 50 | | Durable goods ----- | 633 | 548 | 609 | 526 |
| 501 | | Motor vehicles and automotive parts and supplies ----- | 119 | 93 | 112 | 90 |
| 5012 | 5012 | Automobiles and other motor vehicles ----- | 19 | 13 | 18 | 12 |
| 5013 | 5013 | Automotive parts and supplies ----- | 90 | 71 | 85 | 69 |
| | 5015 pt. | Motor vehicle supplies and new parts ----- | 81 | 68 | 76 | 66 |
| | | Motor vehicle parts, used ----- | 9 | 3 | 9 | 3 |
| 5014 | 5014 | Tires and tubes ----- | 10 | 9 | 9 | 9 |
| 502 | | Furniture and homefurnishings ----- | 23 | 17 | 20 | 17 |
| 5021 | 5021 | Furniture ----- | 7 | 7 | 6 | 7 |
| 5023 | 5023 | Homefurnishings ----- | 16 | 10 | 14 | 10 |
| 503 | | Lumber and other construction materials ----- | 39 | 43 | 37 | 42 |
| 5031 | 5031 | Lumber, plywood, millwork, and wood panels ----- | 16 | 14 | 15 | 13 |
| 5039 | | Construction materials, n.e.c. ----- | 23 | 29 | 22 | 29 |
| | 5032 | Brick, stone, and related construction materials ----- | 10 | 16 | 9 | 16 |
| | 5033 | Roofing, siding, and insulation materials ----- | 9 | 8 | 9 | 8 |
| | 5039 | Construction materials, n.e.c. ----- | 4 | 5 | 4 | 5 |
| 504 | | Sporting, recreational, photographic, and hobby goods, toys and supplies ----- | 9 | 12 | 9 | 12 |
| 5041 | 5091 | Sporting and recreational goods and supplies ----- | 7 | 9 | 7 | 9 |
| 5042 | 5092 | Toys and hobby goods and supplies ----- | 2 | 2 | 2 | 2 |
| 5043 | 5043 | Photographic equipment and supplies ----- | - | 1 | - | 1 |
| 505 | | Metals and minerals, except petroleum ----- | 29 | 28 | 28 | 27 |
| 5051 | 5051 | Metals service centers and offices ----- | 28 | 28 | 27 | 27 |
| 5052 | 5052 | Coal and other minerals and ores ----- | 1 | - | 1 | - |
| 506 | | Electrical goods ----- | 60 | 48 | 58 | 47 |
| 5063 | 5063 | Electrical apparatus and equipment, wiring supplies, and construction materials ----- | 37 | 25 | 36 | 24 |
| | 5065 pt. | Electrical apparatus and equipment, wiring supplies, and construction materials ----- | 34 | - | 33 | - |
| | 5084 pt. | Electronic parts and equipment, n.e.c. ----- | - | - | - | - |
| | | Industrial machinery and equipment ----- | 3 | - | 3 | - |
| 5064 | 5064 | Electrical appliances, television and radio sets ----- | 7 | 7 | 6 | 7 |
| 5065 | 5065 pt. | Electronic parts and equipment, n.e.c. ----- | 16 | 16 | 16 | 16 |
| 507 | | Hardware, plumbing and heating equipment and supplies ----- | 62 | 41 | 61 | 40 |
| 5072 | 5072 | Hardware ----- | 14 | 9 | 14 | 9 |
| 5074 | 5074 | Plumbing and heating equipment and supplies (hydronics) ----- | 28 | 21 | 28 | 20 |
| 5075 | 5075 | Warm air heating and air-conditioning equipment and supplies ----- | 16 | 8 | 15 | 8 |
| 5078 | 5078 | Refrigeration equipment and supplies ----- | 4 | 3 | 4 | 3 |
| 508 | | Machinery, equipment, and supplies ----- | 248 | 213 | 242 | 203 |
| 5081 | | Commercial machines and equipment ----- | 85 | 61 | 81 | 59 |
| | 5044 | Office equipment ----- | 31 | - | 29 | - |
| | 5045 | Computers and computer peripheral equipment and software ----- | 39 | - | 37 | - |
| | 5046 | Commercial equipment, n.e.c. ----- | 15 | 15 | 15 | 14 |
| 5082 | 5082 | Construction and mining (except petroleum) machinery and equipment ----- | 14 | 12 | 14 | 12 |
| 5083 | 5083 | Farm and garden machinery and equipment ----- | 18 | 27 | 18 | 25 |
| 5084 | 5084 pt. | Industrial machinery and equipment ----- | 51 | 38 | 51 | 36 |
| 5085 | 5085 | Industrial supplies ----- | 22 | 21 | 22 | 21 |
| 5086 | | Professional equipment and supplies ----- | 31 | 23 | 30 | 21 |
| | 5047 | Medical, dental, and hospital equipment and supplies ----- | 14 | 12 | 13 | 11 |
| | 5048 | Ophthalmic goods ----- | 2 | 3 | 2 | 2 |
| | 5049 | Professional equipment and supplies, n.e.c. ----- | 15 | 8 | 15 | 8 |
| 5087 | 5087 | Service establishment equipment and supplies ----- | 21 | 21 | 20 | 20 |
| 5088 | 5088 | Transportation equipment and supplies, except motor vehicles ----- | 6 | 10 | 6 | 9 |
| 509 | | Miscellaneous durable goods ----- | 44 | 53 | 42 | 48 |
| 5093 | 5093 | Scrap and waste materials ----- | 21 | 17 | 21 | 17 |
| 5094 | 5094 | Jewelry, watches, precious stones, and precious metals ----- | 3 | 3 | 3 | 3 |
| 5099 | 5099 pt. | Durable goods, n.e.c. ----- | 20 | 33 | 18 | 28 |
| 51 | | Nondurable goods ----- | 352 | 310 | 332 | 293 |
| 511 | | Paper and paper products ----- | 30 | 23 | 30 | 22 |
| 5111 | 5111 | Printing and writing paper ----- | 2 | 2 | 2 | 2 |
| 5112 | 5112 | Stationery and office supplies ----- | 19 | 14 | 19 | 13 |
| 5113 | 5113 | Industrial and personal service paper ----- | 9 | 7 | 9 | 7 |

[For meaning of abbreviations and symbols, see introductory text. For explanation of terms and comparability of 1982 and 1987 censuses, including revised methodology for presenting establishment counts, see appendix A]

| 1972 SIC code | 1987 SIC code | Kind of business | Establishments in business— | | | |
|---------------------|---------------------|--|-----------------------------|------|----------------|------|
| | | | Any time during year | | At end of year | |
| | | | 1987 | 1982 | 1987 | 1982 |
| 51 | | Nondurable goods—Con. | | | | |
| 512 | | Drugs, drug proprietaries, and druggists' sundries | 10 | 11 | 9 | 10 |
| 5122 | 5122 | Drugs, drug proprietaries, and druggists' sundries | 10 | 11 | 9 | 10 |
| 513 | | Apparel, piece goods, and notions | 21 | 9 | 21 | 8 |
| 5133 | 5131 pt. | Piece goods | 7 | 4 | 7 | 3 |
| 5134 | 5131 pt. | Notions and other dry goods | 5 | 2 | 5 | 2 |
| 5136 | 5136 | Men's and boys' clothing and furnishings | 4 | 1 | 4 | 1 |
| 5137 | 5137 | Women's, children's, and infants' clothing and accessories | 5 | - | 5 | - |
| 5139 | 5139 | Footware | - | 2 | - | 2 |
| 514 | | Groceries and related products | 85 | 73 | 79 | 71 |
| 5141 | 5141 | Groceries, general line | 7 | 6 | 6 | 6 |
| 5142 | 5142 | Packaged frozen foods | 3 | 6 | 3 | 5 |
| 5143 | 5143 | Dairy products, except dried or canned | 5 | 5 | 5 | 5 |
| 5144 | 5144 | Poultry and poultry products | 4 | 3 | 4 | 3 |
| 5145 | 5145 | Confectionery | 4 | 2 | 3 | 2 |
| 5146 | 5146 | Fish and seafoods | 3 | 6 | 3 | 6 |
| 5147 | 5147 | Meats and meat products | 12 | 10 | 11 | 10 |
| 5148 | 5148 | Fresh fruits and vegetables | 14 | 11 | 14 | 10 |
| 5149 | 5149 | Groceries and related products, n.e.c. | 33 | 24 | 30 | 24 |
| 515 | | Farm-product raw materials | 22 | 23 | 21 | 22 |
| 5152 | 5159 pt. | Cotton | - | - | - | - |
| 5153 | 5153 | Grain and field beans | 17 | 17 | 16 | 17 |
| 5154 | 5154 | Livestock | 2 | 3 | 2 | 2 |
| 5159 | 5159 pt. | Farm-product raw materials, n.e.c. | 3 | 3 | 3 | 3 |
| 516 | | Chemicals and allied products | 43 | 39 | 39 | 37 |
| 5161 | 5162 | Chemicals and allied products | 43 | 39 | 39 | 37 |
| | 5169 | Plastics materials and basic forms and shapes | 13 | 5 | 12 | 4 |
| | | Chemicals and allied products, n.e.c. | 30 | 34 | 27 | 33 |
| 517 | | Petroleum and petroleum products | 33 | 39 | 32 | 33 |
| 5171 | 5171 | Petroleum bulk stations and terminals | 23 | 26 | 23 | 23 |
| 5172 | 5172 | Petroleum and petroleum products wholesalers, except bulk stations and terminals | 10 | 13 | 9 | 10 |
| 518 | | Beer, wine, and distilled alcoholic beverages | 6 | 11 | 6 | 11 |
| 5181 | 5181 | Beer and ale | 2 | 6 | 2 | 6 |
| 5182 | 5182 | Wine and distilled alcoholic beverages | 4 | 5 | 4 | 5 |
| 519 | | Miscellaneous nondurable goods | 102 | 82 | 95 | 79 |
| 5191 | 5191 | Farm supplies | 50 | 42 | 48 | 40 |
| 5194 | 5194 | Tobacco and tobacco products | 6 | 4 | 4 | 4 |
| 5198 | 5198 | Paints, varnishes and supplies | 13 | 9 | 12 | 9 |
| 5199 | 5099 pt. | Nondurable goods, n.e.c. | 33 | 27 | 31 | 26 |
| | | Durable goods, n.e.c. | 5 | - | 5 | - |
| | | Books, periodicals, and newspapers | 4 | 5 | 4 | 5 |
| | | Flowers, nursery stock, and florists' supplies | 7 | 3 | 7 | 3 |
| | | Nondurable goods, n.e.c. | 17 | - | 15 | - |

APPENDIX H.

Changes in Wholesale Trade Kind-of-Business Classifications for 1987

[Based on revisions to the Standard Industrial classification (SIC) Manual, definitions of some kinds of business were changed for 1987. The significant changes in SIC codes from 1972 to 1987 are listed below. For industries other than those listed, the SIC definitions are the same as those used since 1972, or contain only minor revisions affecting the classification of few, if any, establishments]

1987 SIC (used for 1987 census reports)

| Code | Title |
|------|---|
| 5013 | Motor vehicle supplies and new parts----- |
| 5015 | Motor vehicle parts, used----- |
| 5023 | Homefurnishings ¹ ----- |
| 5032 | Brick, stone, and related construction materials----- |
| 5033 | Roofing, siding, and insulation materials----- |
| 5039 | Construction materials, n.e.c.----- |
| 5044 | Office equipment----- |
| 5045 | Computers and computer peripheral equipment and software----- |
| 5046 | Commercial equipment, n.e.c.----- |
| 5047 | Medical, dental, and hospital equipment and supplies----- |
| 5048 | Ophthalmic goods----- |
| 5049 | Professional equipment and supplies, n.e.c.----- |
| 5063 | Electrical apparatus and equipment, wiring supplies, and construction materials----- |
| 5065 | Electronic parts and equipment, n.e.c.----- |
| 5082 | Construction and mining (except petroleum) machinery and equipment ¹ ----- |
| 5084 | Industrial machinery and equipment----- |
| 5091 | Sporting and recreational goods and supplies ¹ ----- |
| 5092 | Toys and hobby goods and supplies ¹ ----- |
| 5094 | Jewelry, watches, precious stones, and precious metals ¹ ----- |
| 5099 | Durable goods, n.e.c.----- |
| 5112 | Stationery and office supplies ¹ ----- |
| 5131 | Piece goods, notions, and other dry goods----- |
| 5142 | Packaged frozen foods ¹ ----- |
| 5143 | Dairy products, except dried or canned ¹ ----- |
| 5153 | Grain and field beans ¹ ----- |
| 5159 | Farm-product raw materials, n.e.c.----- |
| 5162 | Plastics materials and basic forms and shapes----- |
| 5169 | Chemicals and allied products, n.e.c.----- |
| 5192 | Books, periodicals, and newspapers----- |
| 5193 | Flowers, nursery stock, and florists' supplies----- |
| 5199 | Nondurable goods, n.e.c.----- |

1972 SIC (used for 1972, 1977, and 1982 census reports)

| Code | Title |
|----------|--|
| 5013 pt. | Automotive parts and supplies (except used) |
| 5013 pt. | Used automotive parts, equipment and supplies (wholesale) |
| 5931 pt. | Used automotive parts, equipment and supplies (retail) |
| 5023 | Home furnishings ¹ |
| 5039 | Construction materials, n.e.c. |
| 5081 | Commercial machines and equipment |
| 5086 | Professional equipment and supplies |
| 5063 pt. | Electrical apparatus and equipment, wiring supplies, and construction materials ² |
| 5065 | Electronic parts and equipment |
| 5063 pt. | Electrical apparatus and equipment, wiring supplies, and construction materials ³ |
| 5082 | Construction and mining machinery and equipment |
| 5084 | Industrial machinery and equipment |
| 5063 pt. | Electrical apparatus and equipment, wiring supplies and construction materials ⁴ |
| 5041 | Sporting and recreational goods and supplies |
| 5042 | Toys and hobby goods and supplies |
| 5094 | Jewelry, watches, diamonds, and other precious stones ¹ |
| 5099 | Durable goods, n.e.c. |
| 5199 pt. | Nondurable goods, n.e.c. ⁵ |
| 5112 | Stationery supplies ¹ |
| 5133 | Piece goods (woven fabrics) |
| 5134 | Notions and other dry goods |
| 5142 | Frozen foods ¹ |
| 5143 | Dairy products ¹ |
| 5153 | Grain ¹ |
| 5152 | Cotton |
| 5159 | Farm-product raw materials, n.e.c. |
| 5161 | Chemicals and allied products |
| 5199 | Nondurable goods, n.e.c. ⁶ |

¹No change in content.

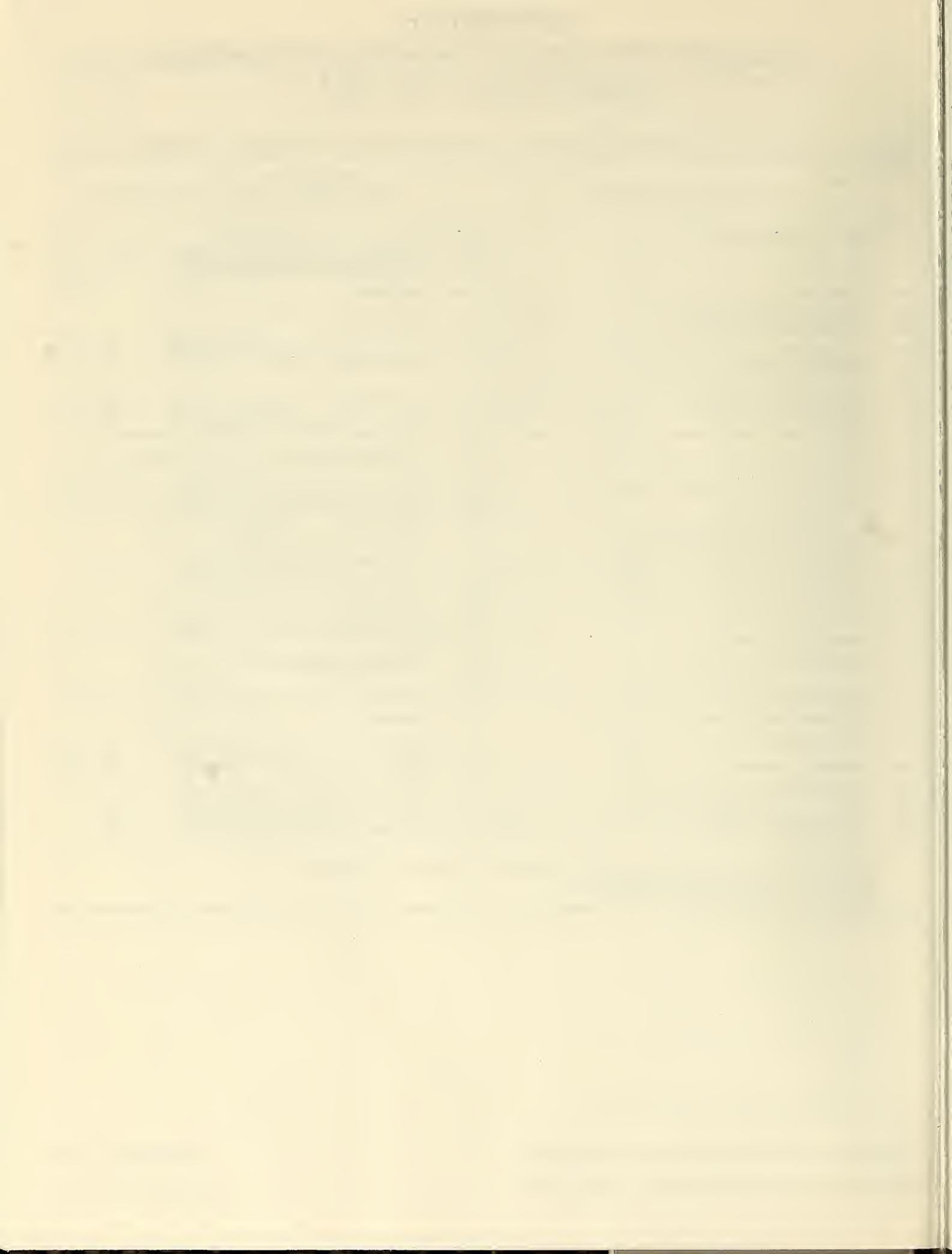
²Excluding electrical communications equipment now in SIC 5065 and electrical measuring and testing equipment now in SIC 5084.

³Electrical communications equipment part only, now in SIC 5065.

⁴Electrical measuring and testing equipment part only, now in SIC 5084.

⁵General merchandise, durable part only, now in SIC 5099.

⁶All of SIC 5199 except durable goods general merchandise wholesalers. In 1972, all general merchandise wholesalers were in SIC 5199, for 1987 general merchandise wholesalers selling primarily durable goods were moved to SIC 5099.



PUBLICATION PROGRAM

1987 CENSUS OF WHOLESALE TRADE

Publications of the 1987 Census of Wholesale Trade, containing data on wholesale trade establishments with payroll in the United States, are described below. Publications order forms for the specific reports may be obtained from any Department of Commerce district office or from Data User Services Division, Customer Services (Publications), Bureau of the Census, Washington, DC 20233. The first results were issued in press releases. Final detailed statistics are issued in separate paperbound reports.

Final Reports

Geographic area series—52 reports (WC87-A-1 to -52)

A separate paperbound report is being published for each State, the District of Columbia, and the United States. Each report presents general statistics on number of establishments, sales, payroll, employment, operating expenses, and inventories for all establishments with payroll. At the State level, data also are presented separately for the following types of wholesale operation: merchant wholesalers; manufacturers' sales branches and offices; and agents, brokers, and commission merchants. Less type-of-operation detail is shown below the State level. For States, MSA's, and counties and places with 200 wholesale establishments or more, statistics are presented by kind of business. Greater kind-of-business detail is shown for larger areas. In addition, data are shown for all places with 2,500 inhabitants or more and all counties (with no kind-of-business detail). For each State, the District of Columbia, and the United States, 1982 data are provided on sales and employees per establishment, sales and payroll per employee, payroll as a percent of operating expenses, and operating expenses and end-of-year inventories as percentages of sales. Comparative statistics showing percent changes in sales and payroll between 1982 and 1987 also are shown by kind of business.

Subject series—4 reports (WC87-S-1 to 4)

The first report (WC87-S-1) presents data based on size of establishment, size of company or firm (firm size is based on all establishments operated by a firm within the same kind of business or kind-of-business group for which data are presented), and legal form of organization. Establishment statistics are presented by sales size and by employment size; statistics for firms, by sales size (including concentration by largest firms), by employment size, and by number of establishments operated (single units and multiunits). Statistics are presented by kind of business on the number of establishments, sales, payroll, and employment for the United States.

A report (WC87-S-2) on measures of value produced, capital expenditures, depreciable assets, and operating expenses presents data for the United States by major kinds of business. Data also are provided on sales, purchases, and beginning and ending inventories. Measures of value produced include gross margin,

value added, and net income produced at market prices and factor costs. Operating expenses include annual payroll, supplemental labor costs, purchased services, etc.

The commodity line sales report (WC87-S-3) presents data on major categories of commodities sold by wholesale kinds of business for the United States. Data for 15 selected MSA's and 15 selected States will be issued on microfiche only. Tables present data for each kind of business and show, for each commodity line, the number of establishments handling the line and their sales of the line; the percentage of total sales of the kind of business accounted for by each of the lines carried; and, for establishments actually handling a specific line, the percentage of their total sales represented by sales of that line. Summary statistics also are provided for the broad commodity line categories, including counts of establishments and the amount and percent of the line sold by various kinds of wholesale businesses.

A miscellaneous subjects report (WC87-S-4) contains data by kind of business on employment by principal activity, sales by class of customer, inventory valuation methods, commissions and gross selling value of business conducted for others by agents and brokers, and on petroleum bulk stations and terminals. Data are presented for the United States as a whole and, for petroleum bulk stations and terminals, for States and counties.

Microfiche

Every final published report in the 1987 Census of Wholesale Trade will be available on microfiche.

Public-Use Computer Tapes and Compact Discs

Selected data also are available on public-use computer tapes and compact discs-read only memory (CD-ROM). For the selected data, these tapes and discs will provide the same information found in the final reports as well as additional information not published in the final reports, such as commodity line sales data for States (WC87-S-3). Computerized data products are available for users who wish to summarize, rearrange, or process large amounts of data. These products, with corresponding technical documentation, are sold by Data User Services Division, Customer Services (Tapes), Bureau of the Census, Washington, DC 20233.

OTHER ECONOMIC CENSUSES REPORTS

Data on retail trade, service industries, construction industries, manufactures, mineral industries, transportation, enterprise statistics, minority-owned business enterprises, and women-owned businesses also are available from the 1987 Economic Censuses. A separate series of reports covers the censuses of outlying areas—Puerto Rico, Virgin Islands of the United States, Guam, and the Northern Marianas. Separate announcements describing these reports are available free of charge from Data User Services Division, Customer Services (Publications), Bureau of the Census, Washington, DC 20233.





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